

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

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DEPARTMENT OF AGRICULTURE



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NEW YORK

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(Natural and Artificial)

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FOR USE IN THE PREPARATION OF
ALL SCENTED PRODUCTS

QUASI-NATURAL PERFUME BASES

UNGERER & CO.

NEW YORK

The American Perfumer

and Essential Oil Review

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DYE-STUFF EMBARGO KILLED IN SUBSTANCE BUT RETAINED IN SPIRIT

At the session of the United States Senate on August 17 Senator Frelinghuysen of New Jersey tried to induce the Senate to reverse itself in the matter of the dye-stuff embargo. This attempt was defeated, but a substantial increase in rates offered by Senator Bursum of New Mexico was made.

The coal tar finished products described in paragraph 26 and including "artificial musk, benzyl acetate, benzyl benzoate, coumarin, diphenyloxide, methyl anthranilate, methyl salicylate, phenylacetaldehyde, phenylethyl alcohol, and other synthetic odoriferous or aromatic chemicals, including flavors, all of these products not marketable as perfumery, cosmetics, or toilet preparations, and not mixed and not compounded, and not containing alcohol," will (if the Conference Committee retains the Senate amendment) impose a duty of 10½¢ per pound and ninety per cent (90%) ad valorem, based on the American selling price of any competitive or similar article manufactured in the United States.

That this rate of duty will lay a very heavy burden on American consumers of imported synthetic perfume materials is of course evident. It is very likely indeed that at least the more important foreign manufacturers of these materials will establish American branch factories and make the products in this country. Should this develop, the net result of the high tariff, as far as the American manufacturers of synthetics are concerned, will not be particularly helpful for they will then be in the same position, as far as foreign competition is concerned, as though the tariff were a low one.

In other words, their success, for which we have of course the most ardent hope, will not in any case be insured by a high tariff, and will be dependent upon the same conditions as in any other industry, viz., quality and service. Substantial progress has been made in the production of some very creditable synthetic aromatic chemicals and we trust that it will continue. When the foreign firms establish in this country on the same basis as the American manufacturers, conditions will be equal all around.

We had hoped that the tariff would be put on such a level that foreign producers could continue to ship to this country and that the American manufacturers at the same time would have such tariff protection that they could

compete on a reasonable basis. Whether the proposed tariff rates (should they prevail) will in the long run be to their benefit, time alone can tell.

A very important provision of Paragraph 26 has not received due emphasis and should be carefully studied by every foreign and domestic producer of synthetic aromatic chemicals, and every importer and user of them. We refer to the following section:

"in the enforcement of the foregoing provisos in this paragraph the Secretary of the Treasury SHALL adopt a standard of strength for each dye or other article which shall conform as nearly as practicable to the commercial strength in ordinary use in the United States prior to July 1, 1914; that if a dye or other article has been introduced into commercial use since said date then the standard of strength for each dye or other article shall conform as nearly as practicable to the commercial strength in ordinary use; that if a dye or other article was or is ordinarily used in more than one commercial strength, then the LOWEST commercial strength shall be adopted as the standard or strength for such dye or other article." (The capitals are ours.)

In connection with this feature it is hardly necessary for use to point out the evil of authorizing the *lowest* commercial strength as a standard. Everyone whose product meets a low standard will naturally mark it "U. S. Standard," or something similar, and will thus add to the difficulties of those who make and sell products of as high a grade as possible. Then, too, the Treasury officials, just as other government officials, can be depended upon to elaborate the "intent of Congress" with regard to the word *strength* and in a bureaucratic extension of power would doubtless interpret that word to cover *odor-strength*. Thus the door would be opened to every form of bureaucratic control over a very important part of the perfumery industry, for the Senate has added to Paragraph 26

"all synthetic organic medicinals and chemicals not specially provided for,"

thus opening the door to the control of a host of products not specifically mentioned in the paragraph.

The Tariff Bill was passed by the Senate Saturday, August 19, and is now in the hands of the Conference Committee which is expected to make its report to both houses in about six weeks. Just what changes will be made in the Conference Committee is hard to say, but it is possible that there may be material alterations in rates inasmuch as those fixed by the House of Representatives were made on the American valuation basis, and the Senate on the foreign valuation basis, with the exception of dye-stuffs and synthetic organic chemicals, including artificial perfumery raw materials. It is reported from Washington that the foreign valuation is likely to prevail, with the possible exception of the dye-stuff and synthetic organic chemical paragraphs, but this, of course, cannot be accurately forecast. It may therefore be regarded within the realm of probability that the new tariff bill will go into effect some time between October 1 and October 15, at which time the temporary embargo under the provisions of the Emergency Tariff Act will expire.

NEW FORMULA 39-C AN IMPORTANT STEP IN THE ALCOHOL PROBLEM

Fresh hope is aroused and new rays of light are shed on the alcohol problem, especially the tax free end which is of so much importance to many of our industries, in the announcement at Washington of the new formula No. 39-C. It applies to the use of denatured alcohol in manufacturing perfumery and toilet water, Commissioner,

BUSINESS STAGE SET FOR BIG FUTURE

(By Carl F. G. Meyer, president of Meyer Bros. Drug Co., St. Louis, who is a human barometer of trade conditions not only in the Middle West, but in the Nation.)

The business stage to-day is set for a big production. The season is sufficiently far advanced to assure unusual crops in almost all sections of this great country. There is a daily increase in demand for the products of our wonderful mines. Unemployment is no longer in evidence to the extent it was only a few weeks ago. When the movement of our immense crops begins, business will certainly correspondingly revive. It is now timely for you and for me and for all in the business world to believe we are going to adjust ourselves to the new conditions. As a natural consequence, this means that there will be an increased activity in the business world.

The possibilities of the immediate future are greater than ever before. However, it needs careful thinking and a little more work, in order to produce a greater volume of business and thus ensure the net profit returns for which we are all working.

Blair's announcement being printed in full on page 245.

Without going into the efforts of perfumers prior to that time to obtain workable and practicable conditions to sustain the industry, in view of the red tape and other restrictions growing out of the Volstead law, we will refer to the announcement of alcohol formula 39-B made last September. That formula, as we all know, called for $2\frac{1}{2}$ gallons of diethyl phthalate to 100 gallons of ethyl alcohol. Experts have disagreed about the effect of this formula upon perfumes and toilet water, but there can be little dispute of the futility of injecting any more than may be lawfully required of an unnecessary and foreign ingredient into a perfume. Formula 39-B made the extraneous interloper $2\frac{1}{2}$ per cent and now formula 39-C reduces it to 1 per cent, which is a marked gain, but is by no means the ultimate end. One-half per cent would accomplish all of the objects sought, in the opinion of persons conversant with the situation, but this is not to be taken as criticism of the officials of the Internal Revenue Bureau, for they have demonstrated their willingness to cooperate with our industries in a genuine effort to work out enforcement of the law upon a just and satisfactory plane.

Formula 39-C is largely due the efforts of the Editor of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW and Dr. J. M. Doran and other officials at Washington, in endeavoring to provide better means for the use of tax free alcohol by perfumers and allied trades. The initiative was taken last September and the Editor found Dr. Doran, head of the Industrial Alcohol and Chemical Division, to be both willing and anxious to set things right for the legitimate user of commercial alcohol. The matter was then taken up by the alcohol committee of the American Manufacturers of Toilet Articles through W. L. Crounse, Washington representative for the association, who is also chairman of the joint alcohol committee of various associations, and was then carried through to a successful conclusion. Dr. Doran and his associates have given evidence in the months that the matter has been under consideration that their minds have been open to the needs of the perfumery industry and that they were disposed to act accordingly. One feature that will interest alcohol distillers is that in promulgating the new order an opportunity was given to alcohol distillers to dispose of their higher content

of diethyl phthalate stocks. There seemed to be a spirit of fair play all around in a dubious situation.

But this gets us only to the main point: that alcohol for the perfumery and toilet goods industries, as well as for flavoring extracts and many others, should be actually tax free, without denaturation, for any foreign element put into these articles serves no good purpose. The only object is to prevent the illegitimate use of the products for beverage purposes. That can be accomplished in an unobjectionable manner. The Bureau of Chemistry of the Department of Agriculture already has blazoned the way. It employs a secret "indicator" which is added to artificial methyl salicylate and detection of this indicator in any shipments of oil or birch or oil of wintergreen, betrays the adulteration of such oils with artificial methyl salicylate. Similarly a secret indicator can be added to alcohol at the distilleries and the appearance of this indicator in any lawful products made from supposedly tax-paid alcohol would be evident, so that the diversion of the tax-free "indicated" alcohol could be proven and its tracing made relatively simple.

To summarize: The next step toward tax free real alcohol is to have the Bureau of Internal Revenue adopt such indicator or tracer to detect the possible diversion of alcohol going into the alcohol issued for legitimate purposes, but diverted into beverage channels. It is comparatively simple. The Bureau may not be ready to take the step at present, but with the present helpful heads in control there are hopes that the situation will be adjusted RIGHT without any unnecessary delay.

HELP PUSH NEW PASSPORT BILL

Our readers who may be interested should write at once endorsing Representative Mills' passport bill H. R. 12235 to the Chairman of the House Committee on Foreign Affairs, Hon. Stephen G. Porter, and to the Chairman of the Senate Committee on Foreign Relations, Hon. Henry Cabot Lodge.

Certain foreign countries have laws under which their passport visé fee to the citizens of any country is the same as the passport visé fee assessed to their nationals by that country. These countries therefore automatically began assessing our citizens \$10 for a visé in retaliation of our similar charge against their citizens. Among the countries which have increased their fees are Great Britain, Denmark, Germany, Greece, Norway, Spain, Sweden, Czechoslovakia and Italy.

This \$10 fee has been a heavy burden on all Americans traveling abroad. Commercial travelers from the United States have spent hundreds of dollars for passport visés while their competitors, citizens of other countries, have only paid nominal amounts. Certain European countries are doing away with visés, and in some instances with passports entirely. Belgium, France and Great Britain at present have an arrangement whereby their citizens move back and forth without passports. Belgium, the Dominican Republic and Switzerland require no visés.

SEALED ARTICLES IN FOURTH CLASS MAIL

By a recent Postoffice Department Order, (Bulletin 12,849), articles of merchandise may be mailed in sealed packages, if properly labeled, at fourth class mail rates. Of course unmailable articles are excluded and the package must bear printed labels which show the nature of the con-

OUR ADVERTISERS

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Manufacturing and Consulting Chemists in Toilet Preparations

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AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
14 Cliff street, New York, N. Y.

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We are receiving more orders from inquiries from THE AMERICAN PERFUMER than from papers in other lines with many times the circulation. Your paper goes to the buyers.

Our only regret is that we did not use your paper sooner.

Yours very truly,

R. J. S. LABORATORY.

tents. This suggestion for a printed statement to go on the left of the address part of the label is given in an official order, but without mentioning size of type, which ought to be not smaller than 8 or 10 point, so as to be easily read in the hurried mail assorting:

CONTENTS:

MERCHANDISE: Fourth Class Mail.

POSTMASTER: This parcel may be opened for inspection, if necessary.

From

JOHN DOE & COMPANY,
2400 Washington Avenue,
Chicago, Ill.

Return Postage Guaranteed.

Reading the order carefully it would seem to be advisable to add a further printed statement more closely identifying the contents than merely "merchandise," which is a general designation, and rubber stamps and writing are absolutely barred. Violations of the mail regulations when detected are subject to a maximum fine of \$100. The order says:

Handstamping or writing (the statement of contents) does not meet the requirements. The indicia should be printed, so that the labels will be uniform and legible, thus facilitating the identification of the sealed parcels as entitled to be mailed under this provision. When desired the statement as to contents, etc., may be printed on gummed paper tape.

LIGHT ON ALCOHOL PROBLEMS

An unusual opportunity will soon be afforded to perfumers who have experienced difficulty in obtaining alcohol to submit their problems directly to the men who have unwittingly caused the industry a lot of trouble. This may

be done at the Eighth National Exposition of Chemical Industries to be held in Grand Central Palace, New York City, during the week of September 11.

One of the live subjects before the chemical industries is the administration of the prohibition law as it affects the use of alcohol for industrial purposes; and it was with the object of being of real service to the industry that the program committee invited Wayne B. Wheeler, chief counsel for the Anti-Saloon League, and D. H. Blair, Commissioner of Internal Revenue to discuss at the meeting the problem from their point of view and then to answer any questions which will help to serve as a guide as to how similar cases will be handled in future.

Mr. Wheeler has definitely promised to attend the meeting and to answer questions, and it is reasonably certain that Commissioner Blair will also be present; but if not, he has promised to send a representative who can speak with authority.

It is idle to deny that this is a real opportunity for perfumers to ask pointed questions about the red tape that has been thrown around the use of specially denatured as well as pure alcohol and to put their individual problems squarely up to Mr. Wheeler and Commissioner Blair so that the industry may not only get a public expression from these men, but so that it may also know with some degree of definiteness what may be expected in the future.

The meeting will take place Monday evening, September 11. It is earnestly hoped that perfumers and other users of alcohol will attend and be prepared with some well rounded-out questions concerning their difficulties, so that the men who have publicly professed that they are eager to aid the legitimate users of alcohol will have an opportunity to offer practical solutions.

EXPORTS FROM PORT OF NEW YORK

Perfumery and essential oils showed little change in exports from the port of New York in the last two months reported. Perfumery in April was \$43,487 and in May \$36,454, not bad considering seasonal conditions of trade. Essential oils in April amounted to \$25,127, as compared with \$26,842 in May.

Details of the May perfumery exports follow: To France, \$1,446; Spain, \$8; England, \$1,297; British Honduras, \$129; Guatemala, \$96; Honduras, \$824; Nicaragua, \$267; Panama, \$2,686; Mexico, \$3,219; Newfoundland, \$499; Bermuda, \$61; Barbados, \$124; Jamaica, \$2,028; Trinidad, \$505; British West Indies, \$164; Cuba, \$3,248; Dominican Republic, \$245; Dutch West Indies, \$117; Haiti, \$10; Virgin Islands, \$82; Argentina, \$68; Brazil, \$217; Colombia, \$449; Ecuador, \$63; British Guiana, \$27; French Guiana, \$24; Peru, \$792; Uruguay, \$39; Venezuela, \$293; Straits Settlements, \$1,037; Chile, \$6,502; Japan, \$1,044; Australia, \$4,379; New Zealand, \$164; British West Africa, \$1,175; British South Africa, \$897; Canary Islands, \$1,418; Egypt, \$326; other French Africa, \$71; Liberia, \$13; Morocco, \$401; total, \$36,454.

Essential oil exports for May were: To Belgium, \$665; France, \$3,995; Germany, \$7,424; England, \$5,047; Costa Rica, \$363; Honduras, \$25; Nicaragua, \$181; Panama, \$96; Salvador, \$62; Mexico, \$772; Jamaica, \$70; Trinidad, \$30; Cuba, \$1,628; Dominican Republic, \$63; Haiti, \$24; Argentina, \$693; Brazil, \$1,187; Chile, \$854; Colombia, \$797; Ecuador, \$25; British Guiana, \$71; Peru,

\$391; Venezuela, \$112; Japan, \$1,365; Philippine Islands, \$113; Australia, \$789; total, \$26,842.

Information regarding soap and other industries will be found in the appropriate sections.

VALIANT DEFENDERS OF COSMETICS

In our last issue we gave full credit to Frank K. Woodworth, business manager of the American Manufacturers of Toilet Articles, for writing a model rebuke to the daily press regarding the fantastical attacks which they have been printing concerning the use of cosmetics. Mr. Woodworth, it appears, was simply following up in his own forceful manner, the valiant defence which previously had been launched in the daily newspapers by W. G. Ungerer, but which had not been called to our attention. Mr. Ungerer, always watchful of the best interests of the industry, already had replied to attacks in two New York papers. Mr. Ungerer's letter to the *World* last June, for instance, is a real model of ideas which can be utilized by others in the industry in writing to editors calling attention to the injustice of particular articles which come under their observation. In this letter Mr. Ungerer elucidated these trite facts:

"For months past the daily press has contained frequent articles assailing the use of cosmetics on the apparently unassailable grounds that they are physically and morally harmful. The cosmetic manufacturer who reads these fulminations hardly knows whether to put up an enraged defense or treat the attacks with the amused contempt which they deserve. As a rule he has usually remained silent.

"The firm with which I am connected does not manufacture or deal in cosmetics or toilet preparations of any kind, but I am interested in seeing that the manufacturers of these products are not placed in a false light and that such statements as have been made in the numerous articles be corrected.

"There are two classes of persons represented among those who rage against the employment of cosmetics. First and least interesting, we may mention those doctors who are always looking for some method of getting free publicity. Their motives are easily understood and they require no comment. They would defend cosmetics as strongly as they now attack them if the way to publicity lay in that direction.

"The inconsistency of their position is readily appreciated when we consider that the cosmetics against which they rail are composed of the very ingredients which they would themselves prescribe to benefit the skin. Zinc stearate, zinc oxide, lanolin, cocoa butter, medicinal mineral oil, oil sweet almonds, etc., are regarded with favor by the medical profession—when prescribed by their esteemed selves—and the manufacturer of toilet preparations is at least as careful as the most exacting druggist to select materials of the highest quality. As for the colors used in rouge, lip-sticks, etc., they are the same certified colors which the Department of Agriculture passes as suitable for use in food products.

"Of far more appeal to the analyst of human character are those individuals who exist numerously in every country and every generation and who now find a peculiar delight or solace in assailing bitterly the use of toilet preparations and cosmetics. Their motives are unassailably moral. They believe that the use of any intermediary which serves to enhance natural beauty or alleviate inherent or incidental ugliness is morally wrong causing as it inevitably must not only a weakening of the moral fibre of the individual, but a more subtle and dangerous undermining of the whole social and national fabric. Civilization itself becomes precarious, according to their viewpoint, when the flapper dares to powder her nose in public.

"It is hardly likely that such attacks as have been made will have any deleterious influence on the cosmetic industry. History indicates the contrary, but none the less the manufacturer's viewpoint deserves presentation. Respectfully yours,
W. G. UNGERER."

NEW ALCOHOL FORMULA AND RED TAPE AT WASHINGTON

Industrial Alcohol Division of Internal Revenue Bureau Takes Important Action for Perfumery Industry, While Prohibition Unit Adds to Its Exactions from Legitimate Users—Protests Are Made by Distillers.

WASHINGTON, August 16.—Alcohol requires a separate chapter in your Washington correspondence this month, for the powers that be in Volsteadism have given both a concession to your allied industries and issued a new order with so much red tape in it that strong symptoms of revolt have appeared. Honors seem to be even, but the extra exactions from manufacturers may possibly be partly offset by the concession, although the latter affects only a certain restricted class of perfumery manufacturers.

Let the good news come first: A new formula for the use of denatured alcohol in manufacturing perfumes and toilet waters has just been issued by the Commissioner of Internal Revenue to be known as No. 39-C. Commissioner Blair's announcement is as follows:

"The following formula, to be known as specially denatured alcohol Formula No. 39-C, is hereby authorized for use in the manufacture of high grade perfumes and toilet waters containing not less than 2 per cent by weight of essential oils or their equivalent in perfume materials:

To every 100 gallons of pure ethyl alcohol add 1 gallon of diethyl phthalate.

The diethyl phthalate used shall be of the same quality as that specified for use in specially denatured alcohol Formula No. 39-B and shall be free from chlorine.

"The Department will only permit the use of this formula by manufacturers who are properly equipped by reason of experience and manufacturing facilities to effectively control their manufacturing operations in accordance with the limitations governing the use of this formula."

It has been in the Industrial Alcohol Division, manned by Dr. Doran and able unbiased expert associates, that the perfumery industries "have had a chance for their lives," as a subordinate official expressed the situation to me today. This official said that Formula 39-C had been issued as a modification of Formula 39-B because the Bureau recognized the justice of the contention originally advanced by THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, that the requirement of 2½ per cent of diethyl phthalate in standard perfumery products was excessive and deleterious to the perfection of the aroma sought by the compounding perfumers. It was decided that in properly constituted laboratories the content of 2½ per cent might be reduced to 1 per cent, although the claim has been made, and may be reviewed further, according to an unofficial source, that ½ of 1 per cent of diethyl phthalate would afford ample protection to the revenues of the Government and prevent, or at least enable the authorities to trace any possible diversion of industrial alcohol to beverage purposes.

It is the general hope here that the Commissioner ultimately will see his way clear to approve a formula even more liberal to legitimate manufacturers than 39-C. Mr. Blair is not swayed by the Haynes Unit in considering the other elements in enforcing the law. It is understood here that he has killed many proposed drastic search and seizure, explain afterwards, plans of the Enforcement Unit, that would have worked hardships on legitimate perfumery and toilet goods manufacturers.

NEW ALCOHOL FORMULA FOR DENTIFRICES

A new special denatured alcohol formula for the manufacture of dentifrices has been announced by the Bureau of Internal Revenue. It is as follows:

"The following formula, to be known as specially de-

natured alcohol Formula No. 38-C, is hereby authorized for use in the manufacture of dentifrices:

"To every 100 gallons of pure ethyl alcohol add 160 ounces Menthol, U.S.P. 1¼ gallons solution Formaldehyde, U.S.P."

TIGHTENING UP THE DENATURED RECORDS

The Commissioner of Internal Revenue is sending the following announcement to collectors regarding the report of shipments of completely denatured alcohol:

"Article 106 of Regulations No. 61 is hereby amended by substituting for the third and fourth paragraphs the following:

"Denatured alcohol produced and disposed of must be entered daily on monthly record Form 1468-D, and Form 1468-F. Complete details of all shipments or deliveries of specially denatured alcohol must be shown as indicated by the headings on Form 1468-D. Entries of shipments or deliveries of completely denatured alcohol must in each instance show the name and address of the consignee; the number, kind and serial numbers of packages or tanks shipped or delivered to such consignee and the total wine gallons thus shipped or delivered."

ADDITIONAL RED TAPE RECORDS FOR MANUFACTURERS.

The bad news is Prohibition Mimeograph 282, issued August 3, requiring the keeping of additional records by manufacturers ostensibly to inform the Prohibition Unit as to what becomes in detail of alcoholic spirits withdrawn for manufacturing purposes. A storm of protest has been aroused and efforts are being made to obtain an extension of the date of enforcement, now set for September 1. Denial is made of any intent to add to the burdens of legitimate users of alcohol, but it needs only perusal of Mimeograph 282 to show its sweeping requirements. It is as follows:

Subsection (b), Section 96, Regulations 60, as amended by T. D. 3340, reads as follows:

"(b) All permittees authorized to receive intoxicating liquors for use or sale pursuant to these regulations shall keep records and make reports in such form as the Commissioner shall require, of all liquors received and used or otherwise disposed of, and of materials and manufactured products either containing or used or otherwise disposed of in connection with any liquor. Failure to keep such records or to render such reports shall, in the discretion of the Commissioner, constitute sufficient grounds for revocation of permit."

After September 1, 1922, all permittees authorized to receive distilled spirits in excess of 100 proof gallons, or other liquors in excess of 100 wine gallons, or an aggregate of distilled spirits and other liquors in excess of 100 wine gallons per quarter must, unless otherwise provided herein, keep the following records:

1. Manufacturer's Record of Intoxicating Liquor, and Manufactured Articles Containing Liquor. Form 1523.
2. Record of Drugs, Chemicals, Containers, etc., Received and Disposed of. Form 1523A.
3. Record of Products Manufactured. Form 1523B.
4. Sales Record of Manufactured Products. Form 1523C.
5. Monthly Summary of Intoxicating Liquors. Form 1523D.

Manufacturer's Record of Intoxicating Liquors, and Manufactured Articles Containing Liquors. Form 1523.

The "Manufacturer's Record of Intoxicating Liquor, and Manufactured Articles Containing Liquor" should show the date the liquor was received, the name and address of the vendor, his permit number on Form 1405, serial number of the Form 1410-A, kind and quantity in wine gallons, and the degree of proof of the liquor received.

Permittees who receive manufactured articles containing alcohol should keep the record showing the manufactured products received from other manufacturers which products have an alcoholic content. This record should show the date the product was received, the name and address of the manufacturer or dealer from whom received, the name of

the product, number and kind of containers, the amount in wine gallons, and the alcoholic content of the product named.

Record of Drugs, Chemicals, Containers, Etc., Received and Disposed Of. Form 1523A.

The "Record of Drugs, Chemicals, Containers, etc., Received and Disposed of" should show the date the materials were received, the name and address of the dealer from whom received, the kind and amount of the drugs and chemicals, the kind, size, and number of containers, and the kind and number of labels received. This record should also show the date when materials were sold, the name and address of the parties to whom sold, and the kind and amount of materials sold. This record should not include materials used in the manufacture of products shown in "Record of Products Manufactured." It should only show the drugs, chemicals, etc., for which permit is held for use in manufacture of alcoholic preparations.

Record of Products Manufactured. Form 1523B.

The "Record of Products Manufactured" should show the date the product was manufactured, the commercial name, the quantity in wine gallon, and the percentage of alcoholic content of such manufactured product. This record should also show the kind of liquor used and the amount in wine and proof gallons.

Sales Record of Manufactured Products. Form 1523C.

The "Sales Record of Manufactured Products" should show the date the manufactured product was sold, the name and address of the party to whom sold, the name of the product and quantity in wine gallons, and the percentage of alcoholic content. This record should include sales of all articles containing alcohol, manufactured at own plant and purchased from other manufacturers.

Monthly Summary of Intoxicating Liquors. Form 1523D.

The "Monthly Summary of Intoxicating Liquors" should show the various kinds of liquors (i. e., alcohol, whiskey, wine, brandy, gin, rum, U. S. P. and N. F. preparations) stated in wine and proof gallons as "in process of manufacture first day of month," "On hand first day of month," "Received during the month," "In process of manufacture last day of month," and "On hand last day of month." The amounts stated in this summary should agree with the amounts reported in Statement 2 of Form 1421.

All permittees are required to furnish their own records. Sample copies will be furnished directors by this office, upon requisition, for distribution to such permittees. They must keep the records in the manner and order indicated in the sample copies unless otherwise authorized by the director. The director is authorized to accept and approve a commercial record which contains the information indicated herein in lieu of the records required by this mimeograph.

All records and files required to be kept must be kept in such manner as to insure permanency, and be subject to inspection at any reasonable hour by the Commissioner or any of his agents. They should, therefore, be kept at the premises covered by the permit, Form 1405, in such manner as to be readily accessible for inspection at any reasonable hour.

If at any time the Commissioner or Director shall so require, verified copies of any such records must be furnished him for examination whenever such action appears necessary in order to determine whether any particular permittee is complying with the terms of his permit.

(Signed by Commissioners Haynes and Blair.)

MAKING TROUBLE WITHOUT INTENDING TO DO IT.

W. L. Crounse, Washington representative of the American Manufacturers of Toilet Articles, better known here under its old name of the Manufacturing Perfumers' Association, has been assured that there is no idea of adding to the troubles of legitimate users of alcohol, and it has been pointed out to him that a paragraph in the order gives discretionary power to either the Commissioner or a Director to accept a commercial record. This discretionary power is open to action upon the application of a manufacturer, who after being put to the trouble of making negotiations for the acceptance of his book statistics, which

would show the exact state of his affairs, might be penalized in various ways under other sections.

Outside of the element here that would like to have perfumery and flavoring extracts made without any alcoholic solvent for the oils, Mimeograph 282 seems to have few friends. The information apparently sought by the Unit could be obtained easily without it, and unfriendly persons suggest that if the state directors should compel answers to questions propounded in the regulations that it would take several buildings to hold the data which would have to be submitted.

The only favorable comment heard is that the preparation and accumulation of the extra records will provide work for many of the army of unemployed, or provide political jobs for the faithful. One man suggested that it might solve the soldiers' bonus problem by making it obligatory for firms affected by Mimeograph 282 to employ their extra help to carry out its provisions from the ranks of veterans eligible for the bonus, if voted.

OPPOSED TO EXCESSIVE FINES AND PENALTIES.

Enforcement of the Volstead Act is being attacked from all quarters. Representatives of the National Association of Retail Druggists and of the Chicago Retail Druggists' Association were here recently and impressed very forcefully on Commissioner Haynes and his assistants that the supreme law of the land, the Constitution, prohibited the imposition of excessive fines and penalties, having special reference to the arbitrary suspension or revocation of the licenses of 500 retail druggists in Chicago.

In Louisville, Ky., on July 26, according to information just received, a number of the leading legitimate alcohol distillers, "acting as bonded custodians of 95 per cent. of the pure medicinal whisky now in bond," condemned the hampering by arbitrary official action of the distribution of alcohol and whisky for legalized purposes. They appealed to the President and other administrative officials to compel prohibition officials "to desist from the exercise of purely discretionary administration and consonant with the law," in a resolution which, in part, said:

"It is the sense of the distillers that every remedy available in law should be promptly invoked to bring the Federal Prohibition Commissioner and each and every one of his field subordinates into the courts of the land to compel their obedience to the principles of that law, which they have been commissioned to enforce. And in reaching this resolution and pursuing the purpose to the end, the distillers believe that they will do their duty both to the community of which they are a part and to the Government of the United States."

And while the Prohibition Unit keeps up its aggressive policies, the White House and both legislative wings of the National Capitol are watching the *Literary Digest's* poll of the country, which, it is understood here, is a poll of actual voters in the last general election, including men and women.

BARBERS' SUPPLY MEN PROTEST TARIFF

Barbers' supply dealers and naturally others in the craft have been sending strong protests to Congress during the last month to oppose the rate set for cutlery in the pending Tariff Bill. Telegrams were sent by Walter F. Koken, president of the Koken Barbers' Supply Co., of St. Louis; Atlanta Barbers' Supply Co.; Sacramento Cutlery Co.; T. Noonan & Son Co., Boston, and W. L. Buck Co., Oklahoma City. These telegrams declared that the cost of shaves will go up if the proposed rates go through and that the duties of 105 to 445 per cent on manicure scissors, barber shears and hair clippers, and the rates of 106 to 450 per cent on straight razors are prohibitive and not protective.

Mr. Koken in his telegram said: "Am opposed to Fordney-McCumber Tariff Bill in general and in particular to rates on cutlery. No need for a tariff bill, in my opinion, for any economic reasons whatever. America, as creditor nation of world, needs exports and need not fear imports. Hope rates on cutlery will be reduced." The protests of the barbers were futile, the rates on some of the razor and cutlery items being retained as high as 400 per cent.

SENATE ADOPTS TARIFF AND OTHER WASHINGTON NEWS

In Closing Fight on Bill, Duty Is Increased on Finished Perfumery Imports—Potash Relief Is Beaten and Dye Stuffs Embargo Is Defeated, But Higher Import Duties Are Imposed on Coal Tar Products—New Chemical Division—Trade Mark Amendment Goes In—Louis Philippe to Appeal Trade Board Ruling—Monsanto Protests.

WASHINGTON, August 19.—The Tariff Bill was passed by the Senate this evening after a long debate, lasting practically four months, and close voting on hundreds of amendments that were offered during the week just ended.

The measure now goes to conference in a joint committee of the Senate and the House, which will endeavor to reconcile differences between the tariff bills as passed by each house, but which committee has no power to suggest the elimination of anything unchanged by the Senate, nor can it introduce matters not now covered in one or both bills.

Efforts are being made to expedite the conference work and some leaders are hopeful that the Tariff Act will go to President Harding for his action within the next four or five weeks.

The bounty for American potash producers failed of enactment by a vote of 30-32, and potash was placed on the free list by a vote of 66-1.

MORE PROTECTION FOR AMERICAN PERFUMERS

Among the many things the Finance Committee recommended was increasing the perfumery paragraph, No. 57, to an ad valorem duty of 75 per cent as against 60 per cent as the paragraph originally passed the upper house. The Senate accepted this increased duty and the perfumery paragraph as it was passed by the Senate and goes to conference as follows:

Par. 57. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth or skin, such as cosmetics, dentifrices, tooth soaps, pastes, theatrical grease paints, pomades, powders and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 75 per cent ad valorem; if not containing alcohol, 75 per cent ad valorem.

The Senate also in taking action on paragraph 1625 dealing with distilled and essential oils, which is on the free list, inserted the words "or bois de rose," and also added "or cananga."

Ground, washed, powdered and pulverized talc, steatite or soapstone and French chalk, paragraph 209, was made dutiable at 25 per cent ad valorem, instead of one-half of 1 per cent per pound, as originally recommended.

One of the changes was the removal of the proviso in the paragraph covering vegetable oils, which permitted their free entry into the United States to be used in the manufacture of non-edible products. This will prove to be a disappointment to the soap manufacturers.

HIGH PROTECTIVE RATES ON DYE STUFFS

Senator Frelinghuysen's amendment to the Tariff Bill providing for the extension of the Dye and Chemical Act to continue the dye stuff embargo for one year was defeated, but Senator Bursum was successful with an amendment proposing higher rates on intermediates, or partly manufactured ingredients of dye stuffs.

The dye stuff amendment, as passed by the Committee of the Whole and confirmed subsequently in the Senate by a vote of 39 to 31, is substantially as follows:

In Paragraph 25, coal tar products, the provision for 50 per cent ad valorem and 7 cents a pound is stricken out and in lieu thereof the following is substituted:

"Seventy-five per cent ad valorem, based upon American selling price (as defined in Division F of Section 402, Title IV), of any similar article manufactured or produced in the United States, and 10½ cents per pound. If there be no similar competitive article manufactured or produced in the United States, then the ad valorem rate be based upon the foreign value, or the export value, whichever is the higher, as defined in Paragraphs A, B and C of Section 402, Title IV. For the purposes of this paragraph any coal-tar products provided for in this act shall be considered similar to or competitive with any imported coal-tar product which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same

manner; provided, that no duty imposed under this paragraph shall be increased under the provisions of Section 315."

In Paragraph 26 the Senate struck out "60 per cent ad valorem and 7 cents per pound," inserting in lieu thereof:

"Ninety per cent ad valorem, based upon the American selling price (as defined in Division F of Section 402, Title IV), of any similar competitive article manufactured or produced in the United States and 10½ cents per pound. If there be no similar competitive article manufactured or produced in the United States, then the ad valorem shall be based upon the foreign value, or export value, whichever is the higher, as defined in Paragraphs A, B and C, of Section 402, Title IV."

"For the purposes of this paragraph any coal-tar product provided for and all synthetic organic medicinals and chemicals not specially provided for in this Act shall be considered similar to or competitive with any imported coal-tar product, or any synthetic organic medicinal or chemical not specially provided for, which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner; provided that no duty imposed under this paragraph shall be increased under the provisions of Section 315."

There has been some comment regarding the clause forbidding the increase of the duties, but not prohibiting their decrease under Section 315. In some quarters this is considered a legislative "joker," which would permit the President to decrease but not increase the duties. It is doubtful if any move could be carried through within a year that would offer a basis for a reduction, and, if so, the President in granting concessions, if any, would not have to grant the maximum 50 per cent under the flexible standard, as the situation is viewed in other quarters. Anyway the matter will be threshed out in conference.

PRESIDENT'S TARIFF CHANGE POWER RESTRICTED

Before voting finally on the flexible provisions of the bill, substantial changes were made in the Senate in the scheme. By a vote of 67 to 4, the Senate laid down the rule that the President in increasing or lowering tariff rates, must consider only differences in the cost of production of articles and commodities in this country and abroad, rather than "differences in competitive conditions."

Another amendment adopted struck out the authorization to change "forms of duty;" that is, to convert the ad valorem duties into specific duties or specific into ad valorem duties. The total increases or decreases may not exceed fifty per cent of the rates specified in the bill, nor may they take effect until fifteen days after the Presidential proclamation putting the new rates in force has been issued.

The authority of the President to transfer products from the foreign to the American basis of valuation is limited by another amendment to coal tar dyes and chemicals and may be exercised only after it has been found impossible to equalize costs of production by increasing rates on the basis of foreign valuation.

Another amendment designates the Tariff Commission as the agency to assist the President in ascertaining differences in production costs. The commission is to be authorized to hold hearings and "give such opportunity as it deems necessary or proper for the presentation of material facts in each case and arguments thereon." The President is directed to make public the findings of the Commission in each case as soon as practicable after the issue of proclamations making rate changes.

New provisions prohibit the transfer of any product from the free list to the dutiable list or from the dutiable list to the free list, and also prohibit the making of new rates in excess of maximum ad valorem rates specified in particular sections of the bill.

In the debate Senator Walsh, of Montana, recalled an incident in 1918 when the Senate was considering the Overman bill, permitting the transfer of the powers of one de-

partment to another, upon the order of the President. He quoted a "then distinguished member of the Senate" as saying in debate:

"If the Senate of the United States is going to accept an Executive mandate and pass this bill, with every suggestion of amendment refused, Congress can only fittingly complete the program by delegating the taxing and appropriation power, adjourn and go home."

"May I ask who was the Senator who uttered the language just read?" Senator Underwood inquired.

"The then speaker," Senator Walsh replied, "is the present President of the United States. So perhaps Congress now had better take the advice then given, delegate the taxing power to the President and go home."

TRADE MARK AMENDMENT TO TARIFF BILL

Senator Sutherland, of West Virginia, introduced a trade-mark amendment to the tariff bill, which was agreed to by the Finance Committee. It is as follows:

"Sec. 526. (a) That it shall be unlawful to import into the United States any merchandise if such merchandise, or the label, sign, print, package, wrapper, or receptacle, bears a trade-mark registered in the Patent Office, by a person domiciled in the United States, under the provisions of the Act entitled 'An Act to authorize the registration of trade-marks used in commerce with foreign nations or among the several States or with Indian tribes, and to protect the same,' approved February 20, 1905, as amended, if a copy of the certificate of registration of such trade-mark is filed with the Secretary of the Treasury, in the manner provided by Section 27 of such Act, and unless written consent of the owner of such trade-mark is produced at the time of making entry.

"(b) Any such merchandise imported into the United States in violation of the provisions of this section shall be subject to seizure and forfeiture for violation of the customs laws.

"(c) Any person dealing in any such merchandise may be enjoined from dealing therein within the United States or may be required to export or destroy such merchandise or to remove or obliterate such trade-mark and shall be liable for the same damages and profits provided for wrongful use of a trade-mark, under the provisions of such Act of February 20, 1905, as amended."

NEW CHEMICAL DIVISION IS ORGANIZED

The Chemical Division of the Bureau of Foreign and Domestic Commerce, organized by Secretary Hoover on August 1, is desirous of aiding American chemical manufacturers by placing at their disposal accurate and detailed information on the markets in foreign countries for their products. The following branches of industry will be handled by this division of which C. R. De Long is chief:

- Chemicals, general organic and inorganic.
- Dyes and coal-tar chemicals.
- Pigments, paints, and varnishes.
- Fertilizers and fertilizer materials.
- Botanical drugs, pharmaceutical and medicinal preparations.
- Essential oils, perfumery, cosmetics, and toilet preparations.
- Explosives and fireworks.

The bureau is constantly receiving inquiries in regard to the introduction of American products into various foreign countries. The Chemical Division can serve as a means of bringing these opportunities promptly to the attention of domestic concerns interested in the specific commodities.

One of the first steps in organizing the division will be the compilation of a list of domestic firms interested in the development of foreign trade. This list, known as the Exporters' Index, will serve as the basis of distribution of information on trade opportunities and conditions in foreign markets.

The division also expects to organize advisory committees for each of the various branches of the chemical industry to cooperate with the Department of Commerce. Where there is a trade association already existing in the industry, contact will likely be through such association. Assurances have already been received from certain of the trade associations in the chemical industry of their willingness to cooperate with the Chemical Division in furthering foreign

trade. The division is desirous at all times of receiving suggestions from representatives in the industry of methods by which it can be of aid to domestic manufacturers.

FORTY TRADE BOARD COMPLAINTS DISMISSED

Some forty formal complaints which were issued by the Federal Trade Commission in connection with resale price maintenance have been dismissed. These cases which involve resale price maintenance were suspended by the Commission to await the determination of the Beechnut Packing suit, which case was selected and advanced by the Commission as a test case. In the Beechnut case the Supreme Court upheld the position of the Commission with respect to resale price maintenance.

In view of Beechnut decision the Commission decided that a long list of cases held up pending its result should be dismissed without prejudice, as it appeared to the Commission that the Supreme Court had settled the law with respect to price maintenance, and to go on with these proceedings would involve a large expenditure of time and money and would require the amendment of the complaints to get them down to date.

Among the firms against whom the complaints have been dismissed are the following: General Chemical Co., baking powder, New York City; DeMiracle Chemical Co., manufacturer of depilatories, New York City; Marinello School of Cosmetics, manufacturers of cosmetics, Chicago; William Walte & Company, soap, St. Louis; Procter & Gamble Company, soap, Cincinnati; Upjohn Company, pharmaceutical supplies, Kalamazoo, Mich.; Colgate & Company, soap, Jersey City; and the Vick Chemical Co., chemicals, Greensboro, N. C.

In dismissing these cases the Commission made the following statement:

"These cases involve resale price maintenance and were suspended by the Commission to await the determination of the Beechnut Packing Case, which case was selected and advanced by the Commission as a test case. In the Beechnut case the Supreme Court upheld the position of the Commission with respect to resale price maintenance."

ORDER AGAINST LOUIS PHILIPPE, INC.

An order, No. 771, was issued against Louis Philippe, Inc., toilet preparations, New York City, to cease and desist on a charge of using "false and misleading advertising."

Complaint No. 896 on a similar charge has been served on the Williams Soap Co., Indianapolis, Ind.

The order against Louis Philippe, Inc., also is issued against its American agents, Park & Tilford, New York.

The Commission found upon inquiry that the respondents' practice of using false and misleading statements and pictorial illustrations in the exploitation of a toilet preparation known as "Cream Angelus," was an unfair method of competition.

The order specifically prevents the respondents from making statements or representations in labels or advertisements relating to toilet preparations offered for sale or sold by respondents or making announcements in express terms or by implication that such toilet preparations contain the juice of lemons, except and unless such preparations do in fact contain such juice of lemons.

W. A. MacClenaghan, manager of the Perfumery Division of Park & Tilford, New York City, sole agents for Louis Philippe in the United States, when asked to comment on the decision, submitted a letter which the company sent to the trade. This letter follows in part:

"About eight months ago a man whom we did not know either personally or by reputation, approached one of our representatives and endeavored to sell a formula for the manufacture of an article professing to have a similarity to Angelus Lemon Cleansing Cream.

"His proposition was not entertained and we understand he made some statement at that particular time relative to getting satisfaction for himself.

"The contention of this individual was that Angelus Lemon Cleansing Cream contained lemon oil and that our first advertising of this product gave the impression that

it contained lemon juice. The quality or purity of the cream was not involved.

"Angelus Lemon Cleansing Cream does not contain lemon juice which is in reality citric acid. Angelus Lemon Cleansing Cream contains only pure hand-pressed oil of lemon which is obtained from the rind or peel of lemons, and imported especially from Messina, Italy. For this reason it is absolutely harmless to the most delicate skin, as besides the lemon oil it contains only the purest oil emollients.

"The part of our advertising which was open to criticism namely, a picture of a hand squeezing the juice from a lemon (designed by our advertising agency for the purpose of compelling attention) has been eliminated. Our agency discontinued this type of illustration when they realized the possibility that it might be misunderstood. This was done in the interests of the selling of the cream, because many women are afraid of the drying effect of Lemon juice on their skin."

Park & Tilford announced that they are going to appeal the decision of the Federal Trade Commission, so as to overcome any misunderstanding which may have arisen about the company and its principal Louis Philippe, Inc.

MONSANTO REPLIES TO SENATOR MOSES

The Monsanto Chemical Works of St. Louis has sent a letter to Senator Moses in reply to his attack on the Chemical Foundation in which he mentioned the Monsanto company. The letter says in part:

"In the course of your remarks on the floor of the Senate, as reported in the *Congressional Record* of July 14, you stated: 'Nor could Mr. Garvan have been ignorant of the sale of the stock and rights of the Heyden Chemical Works, which Mr. Palmer first bargained to dispose of to the Monsanto Chemical Works, of St. Louis, for \$605,000—a sum so absurdly low that even the pliable advisory sales committee refused to approve it—and the property was later sold to Allen A. Ryan, of New York, for more than \$1,000,000.'

"I doubt if it was your intention to misrepresent or endeavor to place us in a false light, therefore we submit the actual facts to you, as you have evidently been misinformed, and purposely so.

"We in no way 'bargained' with the Alien Property Custodian for the Heyden Chemical Works. The Alien Property Custodian advertised in the newspapers and trade papers the fact that 747 shares of stock of the Heyden Chemical Works would be sold at public auction to the highest bidder on February 14, 1919. At that sale practically every large chemical manufacturer was represented, we, as all others, being required to first deposit \$50,000 with the Alien Property Custodian to be qualified to bid at this auction. As our bid of \$605,000 at the public sale was the highest bid the property was knocked down to us.

"That price, in our opinion, was the full value of the property at that time to an established chemical manufacturer such as ourselves who desired to use the property for legitimate chemical manufacture. A confirmation of this opinion of value was evidenced by the fact that no one bid any higher price at that sale.

"Although the property was sold to us by the auctioneer the sale was rejected by the Alien Property Custodian on the recommendation of the advisory sales committee, representations having apparently been made that if the property was reoffered a bid of \$1,000,000 would be made for it.

"The property was then again advertised to be sold at auction at the company's plant and on March 27, 1919, the property was again auctioned and Allen A. Ryan made the first bid of \$1,000,000. Competition from another source developed and the price was run up to \$1,500,000 which was the last bid by Mr. Ryan and the highest bid. The revised inventory submitted to us just prior to this sale did not justify any such price, nor in our opinion, one-third that price."

U. S. ESSENTIAL OIL CENSUS

Final figures are given of the essential oil production in the United States as shown in the 1919 Census, thirteen elaborate tables being required to detail the statistics. This table gives general statistics of the whole industry:

	1919	1914	1909
Number of establishments.....	78	105	68
Persons engaged.....	493	435	408
Proprietors and firm members..	74	116	73
Salaried employees.....	98	70	45
Wage earners (average number)	321	249	290
Primary horse power.....	1,833	2,309	1,218
Capital.....	\$6,379,910	\$1,616,682	\$1,365,438
Salaries and wages.....	620,003	238,607	184,493
Salaries.....	288,790	105,335	61,505
Wages.....	391,213	133,272	122,990
Paid for contract work.....	2,000	1,500	20
Rent and taxes.....	148,658	14,106	9,295
Cost of materials.....	3,903,417	1,564,835	1,255,478
Value of products.....	5,698,403	2,313,606	1,737,304
Value added by manufacture*	1,794,986	748,771	481,756
* Value of products less cost of materials.			

The following table gives details of the production in quantity and value of the various kinds of oils:

	1919	1914	1909
Number of establishments....	*87	107	74
The classified industry.....	78	107	68
Establishments reporting subsidiary products (other industries)	9	2	6
Total value of products.....	\$5,897,465	\$2,565,361	\$1,773,304
The classified industry, all products	5,698,403	2,313,606	1,773,304
Subsidiary products of other industries	199,066	251,755	
Oil of peppermint:			
Crude (for sale as such)—...			
Number of establishments.....	51		
Pounds.....	138,042	254,793	269,081
Value.....	\$493,157	\$353,076	\$450,981
Refined—			
Number of establishments.....	3		
Pounds.....	98,191	109,198	36,700
Value.....	\$782,979	\$248,541	\$68,098
Oil of spearmint (crude):			
Number of establishments.....	8		
Pounds.....	29,990	94,209	33,400
Value.....	\$145,749	\$238,074	\$83,283
Oil of black birch:			
Number of establishments.....	9		
Pounds.....	21,568	41,178	67,053
Value.....	\$74,290	\$67,691	\$102,045
Oil of sassafras:			
Number of establishments.....	6		
Pounds.....	194,317		
Value.....	\$158,414	(†)	(†)
Oil of cedar:			
Pounds.....	9,629		
Value.....	\$29,148	(†)	(†)
Oil of cloves:			
Pounds.....	220,977		
Value.....	\$680,218	(†)	(†)
Oil of lemon:			
Pounds.....	33,608		
Value.....	\$61,687	(†)	(†)
Oil of nutmeg:			
Pounds.....	48,114		
Value.....	\$68,472	(†)	(†)
Oil of sandalwood:			
Pounds.....	21,326		
Value.....	\$207,759	(†)	(†)
Other essential oils†.....	\$1,698,861	\$382,100	\$407,398
Witch-hazel extract:			
Gallons.....	675,345	917,690	691,823
Value.....	\$620,075	\$575,938	\$419,793
All other products, values.....	\$876,660	\$699,941	\$241,706

* Distributed by states (87)—Michigan, 29; Indiana, 22; Connecticut, 10; Tennessee, 6; New York, 5; New Jersey, 4; California, 3; Pennsylvania, 3; Virginia, 2; Kentucky, 1; New Hampshire, 1; and Ohio, 1.

† Included with "Other essential oils."

‡ Includes, 1919, oil of apricot, bay, belladonna, bitter almond, camphor, copaiba, celery, coreander, cubeb, erigeron, mare's tail, hennane, mustard, orange, orris root, parsley, patchouly, peach, pimento, tansy, vetiver, wintergreen, wormwood, etc.

Canadian Alcohol Formula

The Canadian government has authorized the following formula for rubbing alcohol:

Brucine Sulphate $\frac{1}{4}\%$ (one-half of one per cent.)

Diethyl Phthalate $\frac{1}{2}\%$ (one-half of one per cent.)

NEW PRODUCTS SHOWN AT MERCHANDISE FAIR

Foreign Manufacturers Announce New Toilet Preparations to Be Marketed Here—Smaller Packages at More Popular Prices Shown—Woodworth, Inc., Enters Foreign Import Field—American Manufacturers of Soap Announce New Sales Policies and New Products—60,000 Buyers Visit Fair

A new angle on the trend of foreign competition in finished perfumes and toilet preparations was strikingly shown at the first National Merchandise Fair held in Grand Central Palace, New York City, August 7 to 25, when several of the best known foreign houses displayed new products and announced new plans for pushing the sale of their products in the United States.

The fair was held under the joint auspices of the National Retail Dry Goods Association and the National Garment Retailers' Association and afforded 1,000 wholesalers and manufacturers an opportunity to display their products to 60,000 buyers from department and other retail stores situated in all parts of the country. The event was so successful that it is planned to hold two fairs each year hereafter.

It was a noticeable fact that the foreign perfumers outnumbered their American colleagues at the Fair; and with several notable exceptions, greater effort was made to determine from the host of buyers who attended just what was most desired in the way of perfumes and toilet preparations. That the foreign houses have been studying this question was made evident by several announcements made by them. Thus, several houses announced that they are to bring out smaller sizes of their most popular products to meet the demand for less expensive packages; and several announcements were made that foreign houses which had hitherto contented themselves with the sale of perfumes and toilet waters, were planning to bring out new lines of talcum, dentifrices, soaps and other toilet preparations which they intend to push in this country on a competitive price basis.

In contrast to this, several American houses made interesting announcements of new sales policies and of new novelties to develop sales of established products. One of the most interesting of these was that Woodworth, Inc., had entered the foreign import field and will bottle, pack and ship a line of products made by them in France.

In all of the exhibits of perfumers, the importance of the package was again stressed; and one manufacturer apparently proved that something besides artistry in a package may be depended upon to move perfumes in large quantities if backed with a clever merchandising idea.

New products displayed, new ideas to build sales and other announcements of policy are included under the report of each exhibit. The exhibits were as follows:

Woodworth, Inc., 392 Fifth avenue, New York City—This company announced that it was the first American manufacturer to go into the imported field. It showed a new French line of perfumes and other preparations manufactured, bottled, packed and shipped in Paris under the style of Société Anonyme Parfums Woodworth, 44 Rue de Lisbonne, Paris. C. C. Woodworth and Edwin H. Ross are the leading figures in the new Paris company. The products of the French company are sold only by the American company, Woodworth, Inc. So far only one odor is offered, Tous les Bouquets, but the line is to be extended. The full line of American made products was also shown consisting of powders, extracts, toilet waters, etc. These specialties were featured in new and more attractive packages. A compact with a new refillable pan feature was

also shown. The booth of the company was one of the most attractive in the Fair. Those in charge were O. V. Jones and George A. Stevens.

B. E. Levy, 714 Fifth avenue, New York City—As sole agent for the United States for Coty, Paris perfumer, samples of the full line of 20 odors offered in extracts and toilet waters were shown. For the first time 1/4 and one ounce sizes were shown. These are offered to meet the demand for Coty perfumes in less costly packages. Coty talcum powder was also shown for the first time. This has already been added to the Coty line and it was announced that the company will add rouge, lipsticks and creams and also a compact in a metal box in the near future. The exhibit was in charge of B. E. Levy, W. Neuberg, M. Kaplan, H. L. Brooks, John Reiss and J. Backer.

George Borgfeldt & Co., 119 East 16th street, New York City—This company is the exclusive agent in the United States for Parfumerie Rigaud. It showed for the first time two low priced toilet sets, one of three pieces to retail at \$2.75 and the other of five pieces to retail at \$5. Hitherto the company has not offered sets to be sold at such figures. The sets are gotten up in red cardboard lined with red satin and contain Mary Garden products. A new line of compacts in both large and small sizes, with a new oriental odor, known as Un Air Embaume compacts, was also shown. Mrs. Stewart was in charge of the exhibit.

J. Eavenson & Sons, Camden, N. J.—This company, which is a subsidiary of Wilson & Co., Chicago, has been engaged in the textile soap field for 75 years. It is now going after toilet and laundry soap business with a full line of toilet and laundry soaps, chips and powders. White "Insto" soap flakes, which it has hitherto sold in bulk only, will be put into a package in about two months and marketed in that way. The company offered a novelty in the way of a Christmas box for 1922 consisting of 14 cakes of soap in an attractive metal container which may be used as a perfumidor or humidifier. The box is made to retail at \$3.50 and is designed to promote the sale of soap for Christmas gifts. A new cucumber soap was also shown for the first time. H. E. Warner, William Taylor, C. B. Fishburn and E. W. Bartram were in charge of the exhibit.

Ivory Novelties Trading Co., 259 Fifth avenue, New York City—This company offered a line of Vanidor compacts in 1 1/4 inch and 2 1/4 inch sizes made of Coty's genuine face powder 99% and binder 1% in the most popular Coty odors and also in Quelques Fleurs. The company also showed a line of vials of the most popular French perfumes and Vanidor rouge in all compact odors and also Vanidor lipsticks in metal slide containers. The lipsticks are perfumed with three of the popular French odors. The company was represented by Peter Meyer, J. M. Peters, I. S. Beck, Max Cohn and Arthur Baum.

V. Vivaudou, Inc., 418 W. 25th street, New York City—This company displayed only the products of Scott's Preparations, Inc., for which it is sole distributor. These included Mineralava beauty clay and also face finish, a liquid. The clay is now offered in fifty cent tubes which contain enough Mineralava for three treatments, in order to induce a wider use of the clay and to provide a means for intro-



THE FAIR CONTINUED FOR THREE WEEKS AND WAS VISITED BY 60,000 BUYERS

Only a few of the interesting exhibits are shown in the photographs. These, however, give a good idea of how the Fair was conducted. Representatives were present at all times to describe new lines and give other relevant information and to explain sales policies. The exhibits shown in the photograph are: (1) Lightfoot Schultz Co.; (2) Metal Package Corporation of New York; (3) J. Eavenson & Sons; (4) Woodworth, Inc.; (5) Ivory Novelties Trading Co.; (6) Pictorial Soap Manufacturing Co.; (7) Lionel Trading Co.; (8) Coty and A. Bourjois & Co.; (9) Cheramy, Inc.; (10) Scherk Importing Co.; (11) George Borgfeldt & Co.; (12) Magnum Import Co.; (13) F. E. O'Callaghan.

THE AMERICAN PERFUMER

ducing the larger sized packages to a wider circle of customers. A set of one bottle of beauty clay and one bottle of the face finish, which is used after the clay, was also shown. The set is made to retail for \$3.50. It was also announced that the eight and sixteen ounce jars of Mineralava are sold only to beauty parlors and to the barber supply trade and that this branch of the business is not handled by V. Vivaudou, Inc. The company reports that its sales of Mineralava have quadrupled in the last six months. Mrs. Frances L. Bradford was in charge of the exhibit.

Elizabeth Arden, 681 Fifth avenue, New York City—This company, which is sole agent for the United States for M. Babani, 98 Boulevard Haussmann, Paris, displayed new lines of these French perfumes made to be sold at more popular prices in America. Thus, formerly the smallest unit in the line sold from \$10 up. Now, three smaller sizes are offered to retail at \$2.50, \$6 and \$6.50 per bottle. The scale of retail prices runs up to \$36 per bottle. Ten of the most popular odors in the most inviting packages offered by Babani, were shown. A new couffret containing all of the odors of Babani and also a box of face powder, to retail at \$20, was shown. In addition to the full line of Elizabeth Arden preparations, several new specialties were shown. These included a reducing soap, a rouge amoretta, a small delicately executed container in various sizes, holding rouge, for the boudoir table; a new engine turned gold plated compact box, to retail at \$6; a new Creme de France, designed to be a powder foundation; and small sized Arden Visitors' soap, packed six in a box to retail for \$1.50. This company has also secured the sole American agency for Savon Kenott, Paris, and will market in America the Dentifrice Rationnel made by this house. The exhibit was in charge of F. G. McMann and Miss Birch.

A. Bourjois & Co., 35 West 34th street, New York City—This company has its factory in Pantin and its main offices in Paris, France. It markets in the United States a line of perfumes, cosmetics, toilet accessories and soaps. Among the new things shown to attract customers to Bourjois products were twin tapestry covered boxes for its perfumes and cosmetics; new lipsticks, a new paste rouge and a new bouquet odor in an extract. The exhibit was in charge of H. B. Grubb, P. E. Fitzgerald and L. T. Seyfried.

John T. Stanley Co., 626 West 30th street, New York City—Soap dolls to make the bath attractive for babies and little children were offered by this company for the first time to promote the sale of soap to mothers. The dolls are about five inches high, well formed and in pink, with the popular rose odor. The company reports that several department stores have featured this soap by wrapping a doll with a wash cloth and selling the combination at a popular price. Lemon soap sales, the company reports, continue to be very good and it believes that the popularity of this product has passed the fad stage. The company also showed another new product: "Shofo" hand cleanser for mechanics, etc., made of green castile soap base, olive oil and pumice stone, which, it is claimed, cleans the grimey hands without injuring the skin. The company reports that business is very good at present and that it is manufacturing 6,000 pounds of soap daily. Stock soaps made by the company were also shown. E. F. McCabe was in charge of the exhibit.

Lightfoot Schultz Co., Hoboken, N. J.—To overcome the evil of price cutting which the company states has broken down the turnover value of almost every known soap line,

this company announced a novel sales policy. A number of Lightfoot products have become distinctive under that name and it is planned to make these exclusively available to a restricted number of preferred customers. To do this the company announces that hereafter Lightfoot products will not be obtainable from any of the usual wholesale or retail channels. They will be shipped direct by the Lightfoot Schultz Co. Regardless of demand from any other dealer or dealers only one department store in any one city will be supplied. This exclusive purchase privilege is to be granted to such individual department store for the period of one year, subject to a renewal arrangement. This new policy of one customer in each city is depended upon to appeal to high-class merchants. The company will, of course, continue as it has in the past, making soaps for prominent manufacturers of kindred toilet products. In addition to its full line of products the company showed a new combination skin and complexion product: Curalak soap and its counterpart, Curalak cream, both made from milk. A soap made to lather in salt water was also shown for the first time. The exhibit was in charge of Bevan Lawson, general sales manager; A. S. Jewett and W. L. Schultz.

Cheramy, Inc., 102 West 72d street, New York City—This company displayed its full line of Cappi specialties in extracts, toilet waters, powders, talcum, etc., and also its new floral odors, which it offers in ½ and 1¼ ounce sizes, in rose, violet, muguet, lilac and jasmin. The company reports that it now has distribution of the Cappi line in 361 first-class cities in the United States. It was also announced that the company is working on a full line of another odor. Toilet sets were shown in three sizes and considerable interest was taken in the compacts, which are encased in a small metal cup instead of on a plate. The exhibit was in charge of Paul Reuter, Fred Burt, W. H. Coffin and Kent Smith. F. J. M. Miles, chemist, was a frequent visitor at the booth.

Adolph Klar, 5 E. 19th Street, New York City—One of the busiest booths at the Grand Central Palace Merchandise Fair was No. 345, occupied by Adolph Klar. The display was unusually attractive, a color scheme of black and gold setting off the merchandise to advantage. Half the space was devoted to Hold-Tight Hair Nets, Hair Wavers, etc., while the other half featured the Aklar line of Rouges, Lipsticks, Compacts, Nail Beautifiers, etc.

Two fluted columns with illuminated globes trimmed the entrance, flanked on either side with tastily decorated show cases. The background was carried out in black and gold velour surmounted with a scalloped valence, above which a border of lights set off the firm's name and trade mark. On either side of a cheval glass occupying the rear of the booth were handsome vases, on pedestals, filled with flowers.

Featured on sloping shelves running the entire length of the booth were trays of hand painted and decorated boxes to illustrate the ability of the Klar art department to create special containers and novelties for the wholesale trade. Over 30 new accounts were opened in the first two days of the show, and B. Kronish, in charge of the sales and manufacturing of toilet articles, expressed himself as delighted with the support given the affair by the buyers. "I would like to see the Fair an annual national event," said Mr. Kronish, "surpassing anything ever attempted abroad. It will certainly have

our enthusiastic support. This only convinces me further that, no matter how well posted a buyer may be, an event of this sort is a source of valuable information."

Pictorial Soap Mfg. Co., 50 Broadway, New York City—A new novelty to promote the sale of soap to mothers was shown by this company. This company announced that it had perfected a process whereby printing can be applied to soap without washing off, the soap being used from the bottom and the thin layer at the top containing the printing or pictures remaining insoluble. This process is used to print nursery rhymes and pictures illustrating them in color on the soap so as to make babies and little children more eager to take a bath. The soap used is castile, made by Wilson & Co., and it is pointed out that it is unusually dry, because it is impossible to apply the printing unless all water has been removed from the soap. The Pictorial Soap Mfg. Co. owns the patents and markets the soap. A small cake of this soap was exhibited which has been used 72 times; and the picture and nursery rhyme were practically as clear as on the fresh cake. The idea of printing on soap in colors, it was also pointed out, has advertising possibilities. Thus it is used by the Wrigley chewing gum interests to illustrate and describe packages of its gums. Five colors are applied in this instance. An initial soap, adapted from a current Parisian fad, is also made possible. This idea, it was pointed out, serves a triple purpose of identifying the cake, making it possible to teach children the alphabet, and also as a cleanser. The large Rothschild store in Chicago, it was reported, has stocked this soap and is using it for its employees. The exhibit was in charge of Alfred Tanzer.

Scherk Importing Co., Inc., 21 West 47th street, New York City—This company is sole agent in the United States for the Scherk (Berlin) extracts, toilet waters, powders, rouges, soaps, creams and hair preparations which, it was said, are among the most costly in Europe. The packages were quite unique, following the Greek-German poster type design in which straight lines predominate. The most costly extract shown was a 1¼-ounce bottle which retails at \$10. The leader is Mystikum, which at present is offered in a minimum sized package of ¾ ounce to retail at \$3, but which will be offered in smaller sizes to retail at \$1.50. Seven shades of face powders and ten shades of compacts with powder puffs were shown. Liquid powder in three shades was also shown. A full line of Scherk products was shown. The exhibit was in charge of A. W. Herbst.

Lionel Trading Co., 320 Fifth avenue, New York City—This company is exclusive agent in the United States for Arys, 3 Rue de la Paix, Paris, France, and for Vigny, Paris, France; and it also handles the line of Caron, Paris, France. The company showed an assortment of "Trayettes" which it is bringing out to ornament the display counter and to appeal to women who desire an ornamental, as well as a practical container for their toilet requisites. The trayettes are made of wood, ornamented in floral effects in enameled colors and are furnished in black or gold finish. The base is padded with green felt. An assortment of these is offered with the Arys line. There are 72 different items in the Arys line and numerous numbers were shown in attractive containers. The Golliwogg family of Vigny extracts was also shown. The Golliwogg container, which consists of a bottle enclosed in a cubical box, with an original stopper made up of a black Golliwogg head, surmounted by a scalp of black fur, according to the company, is a novelty which has appealed to the buyer of perfumes with

remarkable success. The container is well executed and was designed to make perfume a popular prize for bridge parties and other social affairs of a kindred kind. In this case the oddity of the container, quite as much as the perfume it contains, is depended upon to appeal to the buyer in search of suitable prizes and unusual gifts. Some of the more distinctive packages in the Caron line were also shown. The exhibit was in charge of H. Harris and J. Fields.

Julius Schmid, Inc., 334 West 38th street, New York City—A cup compact for face powder and rouge was one of the interesting new novelties shown by this company. Compacts are supplied in cups, together with puffs, making it unnecessary to purchase a new vanity box. A new highly polished lipstick holder was also shown. This company is sole distributor in the United States for Parfums Gueldy, 82 Rue D'Hauteville, Paris, and a full line of these specialties, consisting of extracts in 23 odors; Eau de Cologne, satin sachets and soaps were shown. The Gueldy line is said to be famous for the ornateness of its packages, several of the more distinctive of which were shown. The exhibit was in charge of Joseph Massimo and Mehron Melik.

Lehn & Fink, Inc., 635 Greenwich street, New York City—A new line of Saint-Ange cosmetics, made by Société Nouvelle Parfumerie, 9 Rue Saintonge, Paris, France, for which this company is sole American agent, were shown. The numbers shown were lipsticks, in metal, paper and leather cases; compact powders, rouge emotion, eyebrow pencils and a greaseless lipstick. Vanity sets of these products were also shown. Other new toilet goods products shown were: Rubdown, rubbing alcohol, which at present is packed in 12½-ounce bottles, but which will later be packed in 16-ounce bottles; Vigoris, scented spirits; Lysol shaving cream, which is offered to retail at 25 cents; Lysol soap, to retail at 25 cents; a face powder imported from Manila; Fum Aromas, incense made of sweet-smelling gums, sold in boxes of 12; a new deodorant, Rid, in tubes, to sell for \$1.50 per dozen; and Thespi's vanishing cream and cold cream in pound and half pound tins and in tubes. The exhibit was in charge of G. M. Murray and J. Ginsberg.

Walter Janvier, Inc.—B. F. Allen Co., 417 Canal street, New York City—This company featured special label tooth paste and shaving cream, which it offers complete under the dealer's own label. Samples of these specialties which it is supplying to numerous dealers were shown, and also attractively printed matter was distributed. The company is selling agent for Dr. Sheffield's tooth paste and for Greendale medicinal pure grain alcohol. The exhibit was in charge of Fred Vine and Joseph Sagan.

Tin Decorating Co., Baltimore, Md.—Scrap baskets in old rose, blue, black and gold and gray; Japanese trays, humidors, vases and Watteau French tapestry utility boxes in lithographed metal were shown. The company announced that the reproduction of the Stuart painting of George Washington on one of its utility boxes had so interested the Smithsonian Institution that it had requested a completed box, and also parts, showing every stage of manufacture, for permanent exhibition in the institution. The exhibit was in charge of Gilbert Malone, F. X. Beckman, H. J. Kelleher and E. B. Mower.

F. E. O'Callaghan, 43 West 33d street, New York City—This company is sole agent in the United States for E. Dupont et Cie., Beauvais-Parish, France. It showed a new

(Continued on page 256)

PAPANTLA, THE HOME OF VANILLA

By CHESTER A. SMELTZER, of New York*

Papantla is tucked away in a valley between three mountains in Mexico, about forty miles west of the coast port of Tecolutla. It is in the central part of the state of Vera Cruz and can only be reached on horseback (or indeed on foot), as the narrow mountain and forest trails exclude any possibility of using a vehicle of any description. Starting from the port of Vera Cruz one may take either of three coastal routes, via Tecolutla, or Tuxpam, or by railroad to Teziutlan and thence by saddle. Whichever of these three routes is chosen the most difficult part of the journey is that on horseback. I had intended going via Teziutlan and to ride from there sixty miles into Papantla; but on account of the activity of bandits in that section I accepted the advice of the American Consul to the contrary. This left me either of the two boat routes and although I would have preferred to go via Tecolutla and then up the river of the same name to Gutierrez Zamora, I was forced to resort to the Tuxpam route on account of the bad weather on the gulf and the reluctance of the small coastwise boats to attempt the crossing of the bar at Tecolutla harbor.

After having been inoculated against yellow fever and having satisfied the Vera Cruz authorities that I was not carrying aid or comfort of any sort to the rebels, I was permitted to depart from Vera Cruz early one Monday morning on the small twenty ton coasting steamer *Arturo*, reaching Tuxpam on Tuesday evening. Daylight the following morning found me seated upon a narrow gauge flat car, operated by the local oil companies. This toy railroad runs between Tuxpam and Furbero, a distance of some sixty miles, passing west of Papantla about twenty-five miles.

Our route for the first hour lay over a level country through oil fields, and not until we began making the mountainous section did we leave the "wealth of Mexico," that is, the oil regions, behind us. As we made the ascent our way at the outset led through dense underbrush, but gradually the mountain sides became covered with a profusion of tropical foliage and wonderful fern trees. About three hours of this and the vanilla plantations began to appear in sight; and after in all say seven hours of riding in my "private car" the train finally came to a halt at station "59," where to my great relief horses, dispatched from the Papantla establishment of my house, awaited me. With my Indian guide I lost no time in getting under way and after a four-hour ride over the mountain ridge we entered the home of the Mexican vanilla industry, Papantla, an ancient town of about six thousand inhabitants, mostly of mixed origin. As we rode over the narrow crooked cobblestone streets we passed the homes of Tremari, Chena, Zardoni, and other well-known vanilla curers; and I wondered at the courage of these men who came from Italy and Spain to this out-of-the-way place and in a commercial way perpetuated an industry that had been originated by some unknown prehistoric race.

Vanilla is grown within a radius of approximately one hundred miles from Papantla and while the Misantla and Nautla districts formerly prepared vanilla the cyclone of several years ago destroyed the industry in these sections. Gutierrez Zamora and Papantla are now the chief vanilla centers, with Papantla curing about 75% of the annual production. As our stops during the long ride on the flat

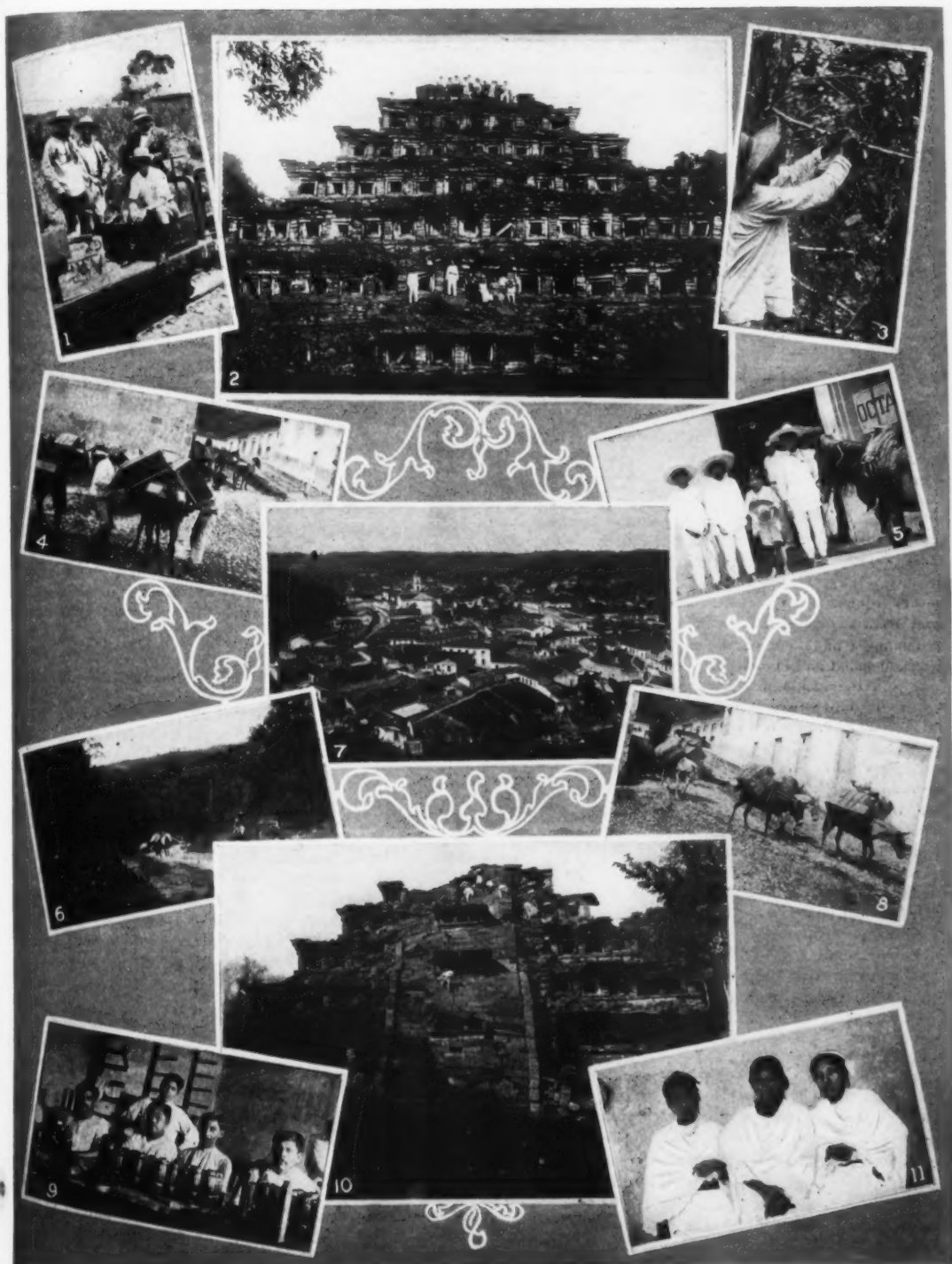
car were frequent for the purpose of unloading supplies for various camps, I had the opportunity to observe evidence of the setting out of new vanilla vines, some last year and more this season, indicating that after three years of growth the Mexican vanilla crop will be materially increased, its nature does her share. Unfortunately for the Indians, they discontinued the replanting of vanilla three or four years ago on the faith of the intention of the oil companies to buy or lease all of their land. Instead of continuing to replace their old vines they planted corn and then patiently awaited the arrival of oil prosperity. While they still have hopes of oil money, the shortage of Mexican vanilla, brought about by themselves, has now started them replanting with feverish haste, in the belief that the prices they have recently been demanding and receiving will continue indefinitely. It is to be feared that the poor Indian is due for a rude shock when his new plants begin bearing in 1924 and 1925.

The population of the country surrounding Papantla consists chiefly of Totonaco Indians, a clean people of simple dignity and possessing a sense of honor which is exhibited in their dealings in vanilla. Green vanilla in Mexico is bought at so much per thousand, and the stock is brought in tied up in bundles, each containing a hundred green beans. To open such a bundle and check the count in the presence of the Indian seller would deeply offend him and rarely is any shortage found after the transaction has been closed. The Indian also carefully avoids including mutilated or broken vanilla in the bundles. These he cures himself and afterward turns them into cuts, fully 75% of the cuts shipped to New York being thus, wholly or in part, cured by the Indians. In the months I spent among these quaint people I learned to respect their ways and to lament the fact that they are gradually being destroyed by alcohol.

Not far from the city proper is the ancient pyramid of Papantla, called by the Totonaco Indians, "El Tajin" (the thunderbolt). Situated on the brow of a hill right in the forest, though slowly crumbling to pieces and overgrown with tropical vegetation, it is a wonderful sight. It is constructed of stone blocks covered with hieroglyphics and its base is an exact square about 85 feet on a side while its height broken by a number of terraces is 65 feet, the top being reached by a flight of sixty steps. A striking feature of the pyramid is that it contains 365 small rooms or vaults, suggesting a probable connection in some way with the old Mexican calendar. The thought has occurred to me that Hiram Abiff, King Solomon's worthy assistant, must have had his craftsmen erect this monument or temple, which is believed to antedate the Totonaco race and is probably as ancient as the vanilla-flavored chocolate beverage which came down to the Aztecs from their predecessors and which is supposed to have been obtained from the Aztecs by Cortez and introduced by him to the old-world civilization.

In any event there can be no question about the continued popularity of this aromatic vanilla fruit and the flavoring agent derived from it; and while other tropical countries are now also growing and curing vanilla, the Mexican product easily maintains its leading position among connoisseurs. From the commercial standpoint, however, the Mexican vanilla is the least attractive to handle, because the most

*Of Dodge & Olcott Company, New York.



PICTURESQUE AND CHARACTERISTIC VIEWS IN THE HEART OF THE MEXICAN VANILLA INDUSTRY

(1) The writer's (seated) private car en route for Tuxpam station square; (2) Rear view of Pyramid of Papantla; (3) Totonaco Indian fecundating the vanilla; (4) Method of loading vanilla upon the mules at Papantla; (5) Indian vanilla planter who uses American soap (Colgate's Octagon); (6) Vanilla shipment coming over the mountain trails from Papantla to the Coast; (7) Papantla, the Home of Vanilla —note the vanilla curing in foreground; (8) Supplies coming into Papantla by the Twentieth Century; (9) Bundling vanilla; (10) Front view of Pyramid of Papantla; (11) Type of Totonaco Indian Belles.

difficult. The production must be financed from here and this involves the sending of hundreds of thousands of dollars annually into a region infested with roving bandits.

This money, which is used directly in paying the Indians for the green vanilla, must actually be shipped into the district in specie; and new devices must constantly be resorted to for its safe transportation. As an illustration, in one year a single house shipped \$100,000 in gold packed in standard kerosene cans which were carefully resoldered so as to show no external evidence that their original contents had been removed.

The cured vanilla in turn is shipped out of the interior on mule back under conditions which no insurance policy will cover, as the merchandise is constantly exposed to attack by robbers, to damage by fire, by tropical rains and to endless other risks. This transportation from the curing point to the coast takes two days and not until the vanilla is on board the steamer is adequate protection or insurance against loss possible. Moreover, although the money is sent to the curing point in November it remains completely tied up until the cured beans move to market in May or June of the following year; and even then the investment obviously does not begin to liquidate itself at once as the goods still have to be actually sold and paid for.

Since the troublous times in Mexico, the vanilla industry has probably suffered more in proportion than most others. Owing to the compactness in form and the value of the product it has become a mark for the successive revolutionary leaders; and the situation of the curing district, away from any considerable military establishment, has been a standing temptation for the rebels to descend upon the curers, demand and obtain large sums of money and hasten back into the mountains. Failure to pay in such a case means the destruction of the curer's vanilla.

There was a time when the annual production of Mexican vanilla totaled close to four hundred thousand pounds, cured; but during the past ten years it has dwindled until the crop last past reached the insignificant figure of about sixty thousand pounds. Before this latest crop was bought in Mexico, there was left upon the New York market about ninety thousand pounds of prior production, making a total visible supply of one hundred and fifty thousand pounds. Within three months thereafter there were barely fifty thousand pounds of this total left for sale; and at the time this is written, a fair estimate of the remainder of unsold (uncontracted) vanilla available on the market is less than twenty-five thousand pounds, which must take care of the Mexican vanilla demand for the next twelve months.

Before leaving Mexico I endeavored to estimate the 1923 crop from the amount of flowers which had been fecundated by native planters friendly to me; and using this as a basis I concluded that the next crop would probably be between one hundred thousand and one hundred and twenty-five thousand pounds. This 1923 crop, which will arrive here about May or June, 1923, will undoubtedly come upon a bare market, as what stocks there are now unsold will be reasonably sure to have gone into consumption in the meantime. Whereas, this year, as indicated, the total stock of unsold Mexican vanilla was one hundred and fifty thousand pounds, including the sixty thousand pounds in process of cure, next year we shall probably have only one hundred and twenty-five thousand pounds, all told, that is to say forty thousand pounds less to market than we did in 1922. Toward the end of 1924, if nothing interferes, the Mexican situation should be easier, and by 1925 I feel that we may again have a fairly normal market.

NEW YORK MERCHANDISE FAIR

(Continued from page 253)

French shaving soap in stick form to retail in the United States for 35 cents. A line of brushes made by the company was also shown. W. E. Cregier was in charge of the booth.

Metal Package Corporation, New York City—Samples of some of the beautifully decorated metal utility boxes made by this company, including numerous new numbers, were shown. The exhibit was in charge of A. E. Bruns, president and general manager; E. E. Engstrom, sales manager of the kitchen goods department; Frank Wessells, Jr., W. Gallagher, L. Aber, H. Wein and E. M. Kaylor, assistant sales manager.

Magnum Import Co., 15 E. 30th street, New York City—This company displayed "Magnums," hammered glass containers of about half an ounce each containing several drams of the popular odors in genuine French perfumes. Each Magnum was contained in a black silk vanity case to be carried in the purse. The exhibit was in charge of Arthur Schoenbrun, president; Ned Schoenbrun, M. S. Mogan and Morris Kramer.

Jean Jordeau, Inc., 562 Fifth avenue, New York City—Zip, a wax preparation for removing superfluous hair and roots, was featured by this company. The wax is melted and is applied to the spot where it is desired to remove unsightly hair. It was pointed out that it may be used repeatedly. A magnifying glass was provided to demonstrate how effectively the preparation works. Other specialties shown were Abscent, a deodorant, to retail at 50 cents; a talcum to retail at 25 cents; an antiseptic lotion to retail at 25 cents; an emollient balm to soften the skin which retails at 50 cents, and a massage cream. The preparations are made by The Bentley Co., 12 W. 40th street, which is affiliated with the company. Madame Berthe was in charge of the exhibit.

SPANISH COUNT WINS BRIDE HERE IN PERFUME COUNTER ROMANCE

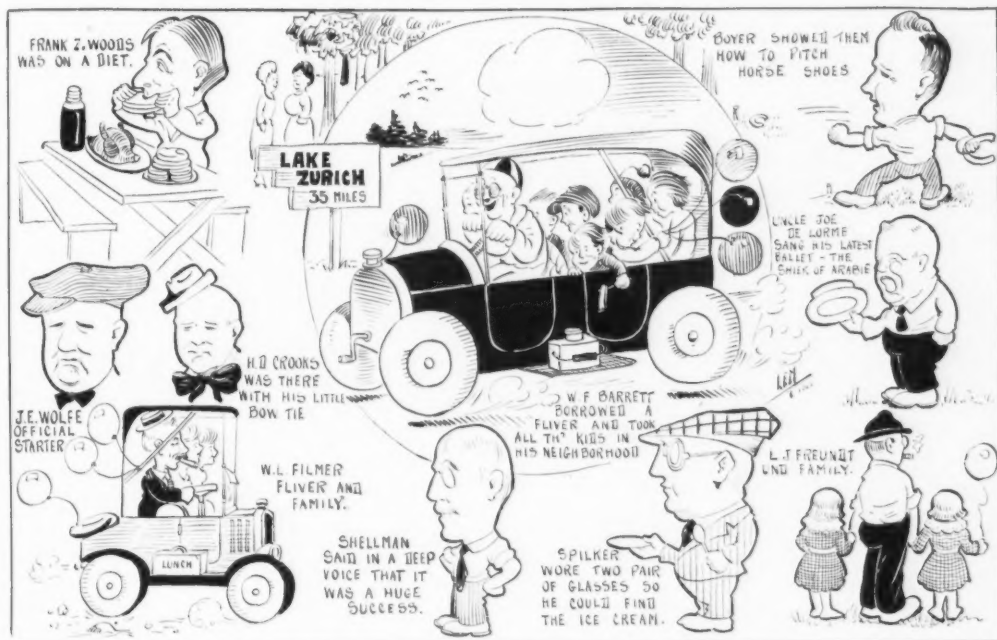
"Ah," he said sadly, pensively, "wait until I get over to Union Hill tonight and I will give her the dickens; I'll give her a talking to." Surrounded by reporters, cartons of perfumes and soaps, Edmund de Jimenez, floorwalker and superintendent of the drug and toilet articles section of Gimbel's subway bargain floor, spoke thus recently. He referred to his bride and his resentment was based on her disclosure of their marriage. She, Miss Flora Louise Nelson, daughter of a florist in Union Hill, N. J., and herself a teacher in a primary grade in Public School 2, Manhattan, had told reporters that on July 8 at the Municipal Building she had married "Count Edmund Alphonso de Jimenez." "Mrs." de Jimenez, as the Count prefers that she be called, also told reporters that her husband had described his father as a one-time general in the Spanish Army.

When de Jimenez was found in Gimbel's he registered keen agony at the publicity. He threatened to throw up his job at once and go to Canada, but thought better of it and decided to stay.

"Yes," he snapped, "I'd rather be a floorwalker in New York than a Count in Spain. I am working here and I like it. I am not a rich man and I must work. I make \$2,000 a year and I please my employers. No, I never expect to go back to Seville. I am an American and I have the vote—why should I wish to go back?"

Right in the store, according to de Jimenez, the romance started. She stopped at the perfume counter one day, as he told it, and an acquaintanceship then formed developed into love and marriage.

ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS



SOME FEATURES OF THE RECENT BASKET PICNIC OF THE CHICAGO PERFUMERY, SOAP AND EXTRACT ASSOCIATION

CHICAGO ALLIES HOLD ANOTHER OUTING

"All work and no play makes Jack a dull boy. We'll say everybody played at the first basket picnic of the Perfumery, Soap and Extract Association of Chicago, July 27, at Lake Zurich, Ill.," reports the official chronicler of the event. About 102 loaded into twenty-two autos and left Frank Z. Woods's office for the outing. Baseball, races, games for young and old, married and single, and horse-shoe throwing contests, swimming and everything that goes to make a real picnic filled the busy day.

Especially well taken care of were the kiddies and particular mention should be made of one of the members, Bill Barrett, representing Van Ameringen. Not having a wife or a sweetheart to take, he borrowed an even half dozen kiddies from the neighborhood and took them along, and Boy! what a time he did give them and how they enjoyed themselves, and that bunch took home with them the only four prizes. Bill is a good picker.

The entertainment committee, consisting of F. Z. Woods, chairman; Joe De Lorme, W. H. Muttera, assisted by Louis J. Freundt, J. E. Wolfe and I. M. Faden, received warm compliments, for a very enjoyable time was had by all.

Due to the kindness of the following manufacturers, lovely prizes were given to the ladies fortunate in the various contests: Melba Mfg. Co., Allen B. Wrisley Co., Marshall Field Co., Mme. Ise-Bell's Toilet Mfg. Co., John Blocki & Son, Lady Esther Co., Jean Wallace Butler Co. and Royal Crown Co. The essential oil and other dealers were very liberal in donating prizes for the men and children.

Said one participant: "Let's hope for some more of this. It gets everybody better acquainted and at the same time gives all a breathing spell from the strenuous work we all have to do now to get the business."

CHEMISTS ACT ON TARIFF ITEMS

Dr. Charles H. Herty presided at a special meeting held on August 4 at the Pennsylvania Hotel in New York by the Synthetic and Organic Chemical Manufacturers' Association. A petition was drafted and sent to Washington asking Congress to reinstate the clauses of the tariff act providing for the additional embargo on dyestuffs and other organic chemicals. The petition said in part:

"They repeat what they have heretofore testified to before your committee, that nothing less than the provisions of the dye and chemical control act will adequately protect their industry; that no specific or ad valorem rates will prevent the German cartel from regaining absolute control of the American organic chemical market; and that the manufacture of dyes, medicinals and other organic chemicals can no longer be maintained in this country without the legislative protection heretofore advocated by your committee after thorough investigation of all the facts."

Members interested in the dyestuffs and chemical industries are in accord in stating that without the embargo provision of the tariff, the industry is threatened with extinction, according to Dr. Herty.

G. A. O'Reilly of the Irving National Bank was the principal speaker at the luncheon.

AMERICAN CHEMICAL SOCIETY

The Autumn meeting of the American Chemical Society, to be held in Pittsburgh September 5-9, is likely to have an attendance of close to 2,000, according to present indications. The date has been arranged with a view to enabling the members also to attend the Eighth National Chemical Exposition in New York City in the following week. The usual entertainment features will be found ample and enjoyable.

A vast number of interesting papers can be found in the offerings of the various sections, but at the present writing there is none of especial interest to our industries, although many are of collateral value.

AMERICAN SOCIETY OF COSMETICIANS HOLDS MEETING

The annual meeting of the American Society of Cosmeticians was held at the Morrison Hotel, Chicago, July 29, with approximately 250 members of this growing organization in attendance. Cosmeticians from almost every State of the Union were represented at the gathering which was said to be the biggest and most enthusiastic held. Several very interesting talks were featured on the program.

The annual election resulted in the re-election to the presidency of Mrs. May G. Vogt, of Milwaukee, Wis. Other officers chosen were as follows: Dr. N. B. Cooper, of Baton Rouge, La., first vice-president; Mrs. Jeannette Jacobs, Milwaukee, second vice-president; Mrs. M. B. McGowan, Kansas City, Mo., treasurer; Miss Frances Martell, of Chicago, secretary.

The meter of the meeting pertained entirely to business within the association and what it had done for the members and for the profession at large. Various topics were discussed, including legislative matters, promotion work, systematic methods followed and proven, with a lively exchange of ideas. One of the things disclosed was that specialists under this category were fast passing from the old listings, and were now looked upon in the light that their work and standing should demand.

In her address the president, Mrs. Vogt, said in part:

"It is probably needless for me to state to members of the American Cosmeticians' Society that this society was the first of its kind whose organizers visualized the needs of the future cosmeticians. The keynote and fundamentals of this organization are 'higher standards, universal legislation and scientific training.'"

"Many important developments have materialized, foremost of which is the interest shown by almost every State in the Union, in the question of legislation which today is recognized as the greatest protective movement for the cosmetician as well as for the public.

"A number of states have formed associations and are forging ahead valiantly to raise the standard, which will eventually and in the near future, place the cosmetician in the highest ranks as a professional worker. The growing demand of the public for scientifically trained operators is also responsible in a measure for this activity."

"The effort of the American Cosmeticians' Society is recognized and approved by the Associations of Commerce and endorsed by physicians of high standing, among whom is Dr. Burrows, Chief of the Medical Staff, United States Fidelity and Guarantee Co.

"The states of Ohio and Wisconsin, I believe, are the only states where laws exist and are drastically enforced.

"In Wisconsin, shop inspection is rigidly enforced and state examinations are very scientific, which has in a way affected shop training. The young woman training as an apprentice and paying an amount almost equal to any school tuition is demanding scientific instruction and is not content with the practical training as heretofore.

"New York is the next in line, the State Board of Health directing that cosmeticians and shops be placed under the sanitary code.

"Missouri, Kansas and Minnesota are legislating.

"Idaho cosmeticians are under the barber shop laws.

"Texas has an act governing beauty parlors.

"Oklahoma, New Mexico and Louisiana are under the sanitary code; in Louisiana the law being revised.

"Do the members of this society realize the opportunity to prove their loyalty by doing their share in this work to establish higher standards, scientific training and business ethics?

"Realizing the advantage the cosmeticians of Wisconsin have attained through co-operation and legislation, the necessity of proper legislation must be apparent to cosmeticians of every state.

"The cosmeticians of the various states where no law exists, certainly do not want to be classed under the barber law, which will be the outcome in every state where there is no legislation.

"In Kansas the cosmeticians have been subject to very unpleasant experiences by the aggressiveness of the barbers enforcing their law governing the hairdressing code which

if really enforced to the letter would put every hairdresser out of business.

"Do not wait until it is too late. Go home fixed with a fixed idea of organizing and working for your own protection.

"The American Cosmeticians' Society was organized to help and further this cause in every state and is ready and willing to guide and advise at any time."

Another speaker was Francois Marcel, of Brooklyn, N. Y. He said in part:

"As a member of the National Hairdressers' Association, the Manufacturing Hairdressers' Association and also the American Cosmeticians' Association, I feel I have an understanding of the work we have before us that is perhaps a little clearer than that of one who is but a member of one association. My attitude, however, has always been neutral.

"The work carried on by the Eastern associations has consisted greatly in the discussions of various problems, but there has been no definite move made for legislation. In fact many of the members are against it.

"However, last winter, when every hairdresser, cosmetician and manicurist was notified by the New York Board of Health to report and given instruction every one of them obeyed directions. Since that time they have acted according to rules of the work laid down by the city. The same thing has been followed out in other cities, which is proof that cities throughout the country are going to demand a higher standard.

"For this reason and because I know that such work will protect the shop owner who is properly trained and instructed against the competition of a shop conducted by an operator who has not had training and is not qualified, I am strongly in favor of the right kind of legislation.

"I feel that the time is drawing nearer when this profession will be recognized in America as a most important one and when the people see the name 'Cosmetician' it means a well conducted, sanitary and a well equipped shop.

"Nothing can be accomplished by destructive methods. Everything may be obtained from the constructive method and so far those who are working for the good of the American people I can only say I agree heartily with their aims to raise the standard of the profession."

The next convention will be held in 1923 in Chicago.

At the Chicago school and offices of the Marinello Co., 804 Tower Court, the 1922 summer school has been in session for two weeks, July 23 to August 5. More than 200 students were enrolled, many of them being experienced persons, who attend these annual classes for the purpose of keeping posted on the current trend of the profession.

A very elaborate display of Marinello commodities was shown and along with the study program an elaborate entertainment program was carried out with dinners, dances and parties, ending with a banquet in the Marinello Recreation Hall.

NATIONAL HAIRDRESSERS' ASSOCIATION

The following officers were elected at the second annual convention of the National Hairdressers' Association, Inc., held at Statler Hotel, St. Louis, July 31 and August 1 and 2, at which about 150 delegates were present:

President—C. M. Kozlay, New York; *American Hairdresser*.

First Vice-President—C. W. Godefrey, St. Louis and Missouri Hairdressers and Cosmeticians' Association.

Second Vice-President—Mrs. A. F. Cosgrove, San Francisco; California Hair Dealers' Association.

Secretary—Theo. Bonder, St. Louis; St. Louis and Missouri Hairdressers and Cosmeticians' Association.

Financial Secretary—Esther Johnson, Chicago; Chicago and Illinois Hairdressers' Association.

Treasurer—H. M. Spiro, New York; New York Ladies' Hairdressers' Association.

Historian—M. Campana, Providence, R. I.; New England Hairdressers' Association.

Trustees—T. Paul Titus, Cleveland; Cleveland and Ohio Hairdressers' Association. Madame Louise, Chicago; Chi-

cago and Illinois Hairdressers' Association; C. Cesar, Los Angeles, Cal.; Southern California Hairdressers and Cosmeticians' Association. Madame De Guile, Duluth; Duluth Association of Hairdressers.

New York was selected for holding the 1922 convention. President Kozlay, in his address, called attention to a matter of vital importance, namely, to encourage the creation and adoption of American styles of coiffures. "Heretofore, the styles of hairdressing, as well as the gown and hat, have been largely influenced by Paris," he said. "While we recognize and honor French creative ability, we, with the American spirit of independence, conscious of our ability to produce for American women becoming styles on a parity with anything from abroad, would set as our task the emancipation of the coiffure from foreign domination. To the efforts, therefore, of the St. Louis Association, credit must be given for the first step in this direction by the inauguration of this year's style show for that purpose."

Nineteen coiffures were exhibited at the style show, the prizes, gold medals, being awarded as follows: First, N. W. Thee, Philadelphia; second, Paul Rilling, Chicago; third, Mme. Louise, Chicago. The style show will be continued.

Among the numerous papers was an interesting one on "The Ohio Cosmetic Therapy Law," by T. Paul Titus, of Cleveland. "Eliminating the Risk in Insurance" was the subject of Harry M. Spiro, of New York.

A committee reported that the term "allied industries" in the bylaws was meant to include manicurists, scalp specialists, electrologists, masseurs, dermatologists and chiropodists, but not barbers, as such intrusion of barbers into the ladies' hairdressing industry was deprecated in a resolution.

A trade exhibition proved an important feature and there were addresses by Mayor Kiel and others. A banquet, a luncheon at the Missouri Athletic Club and a river trip given by Walter F. Koken and other entertainments were provided, including a lawn fete, dinner and dance at the Willbrandt plant of the Art Aseptible Furniture Co.

CORRUGATED AND FIBRE BOX MAKERS

The National Association of Corrugated and Fibre Box Manufacturers met in annual convention July 18-20 at the Traymore Hotel, Atlantic City. Several new members were elected and there were interesting reports and papers. The old officers were reelected, this being President Kress's fourth term: President, F. J. Kress, F. J. Kress Box Co., Pittsburgh; first vice-president, T. D. Griley, Fairfield Paper Co., Baltimore, O.; second vice-president, J. M. Connor, Fibre Container Co. of Pennsylvania, Philadelphia; secretary-treasurer, B. C. Tamlin, 1821-22 Republic Bldg., Chicago.

The directors, in addition to the president and vice-presidents, are: J. P. Brunt, Mid-West Box Co., Chicago; C. W. Gaylord, Robert Gaylord, Inc., St. Louis; Samuel Samuels, American Corrugated Paper Products Corp., New York; R. H. Dollison, Fairmont Box Co., Fairmont, W. Va.

HOOVER TO HONOR NEW YORK SALESMEN

The annual meeting of the New York Chapter of the Salesmen's Association of the American Chemical Industry will be held on the evening of Tuesday, September 12. At this time the nominating committee appointed by President T. R. L. Loud consisting of John A. Chew, chairman; George Ashworth, James M. Keating, A. C. Kalbfleisch, George A. Bode, B. R. Tunison, and William H. Adkins will present a slate for new officers to be voted on at this meeting. The annual dinner will be held during exposition week and it is reported that Secretary Hoover will be present. The committee arranging the affair is composed of Fred J. Signer, chairman; George T. Short, J. Wrench. The Invitation Committee, is composed of A. H. Pierce, chairman, P. S. Tilden, Francis M. Fargo, Jr., H. A. Stebbins, Frank McDonough, F. P. Summers and H. B. Prior.

U. S. LEADS WORLD'S TALC PRODUCTION

The quantity of ground talc sold by producers in 1921 was 106,900 tons, valued at \$1,181,000, as compared with 178,500 tons, valued at \$2,143,000 in 1920. A canvass of the producers made to determine the quantity of talc consumed in 1921 by various industries shows that the paper industry used 38 per cent of the total and that the average value was about \$10.60 a ton. Most of the supply was obtained from Vermont and New York. Nearly all the supply was obtained from New York, and the average value was about \$14.10 a ton. Only 2½ per cent of the domestic output was used for toilet powder, the demand for talc for that use having been supplied largely by imported material. California supplied most of the demand for domestic talc for this purpose, and the average value was \$18.60 a ton. The latest figures available show that in 1920 the United States furnished about 65 per cent of the world's supply and consumed about 68 per cent.

The production of talc and soapstone in 1921 showed a great decline as compared with that in 1920. The quantity sold was the smallest since 1908 and was about 40 per cent less than the average for the five preceding years, according to Edward Sampson, of the United States Geological Survey, Department of the Interior. The total quantity of talc and soapstone sold in 1921 was 126,000 tons, valued at \$1,821,000, as compared with 211,000 tons, valued at \$3,035,000 in 1920. This represents a decrease of 40 per cent in both quantity and value. Vermont, which since 1917 has been the largest producer, maintained its position by producing 38 per cent of the total quantity. New York produced 33 per cent of the quantity sold, but for the first time took second place in the value of its product. Virginia, which produced 14 per cent of the total, ranked next to New York in quantity, but for the first time led in the value of its output, owing to the fact that the soapstone industry in that State was not nearly so much affected as the ground talc industry, on which the other principal producing States depend.

The production and value by States was as follows: Vermont, 48,647 tons, \$438,534; New York, 41,937 tons, \$530,154; Virginia, 17,721 tons, \$601,878; California, 8,233 tons, \$128,188; Pennsylvania and New Jersey, 7,205 tons, \$76,912; North Carolina, 731 tons, \$17,048; Georgia, Maryland and Massachusetts, 1,959 tons, \$28,737.

Chewing Gum Manufacturers Elect

The National Association of Chewing Gum Manufacturers of America held its annual convention recently in the Biltmore Hotel, New York, and elected these officers: President, B. L. Atwater, president William Wrigley, Jr., Co., Chicago; vice-president and general manager, M. D. Bromberg, president Chiclé Development Co., this City; vice-president, L. W. Hoskins, president Walla Walla Gum Co., Knoxville, Tenn.; secretary and assistant treasurer, L. W. Lindall, of the Chiclé Development Co.; treasurer and assistant secretary, J. Bromberg.

Barbers' Supply Dealers' Association

October 9 to 12 has been set as the time for holding this year's annual convention of the Barbers' Supply Dealers' Association. The city selected is Chicago.

National Safety Congress

The eleventh annual Safety Congress of the National Safety Council will be held in Detroit, August 28 to September 1.

No Better Magazine in the Country

(J. C. Vallebuona, 119 West 114th St., New York City.)

Enclosed please find a money order for \$2, for my yearly subscription to THE AMERICAN PERFUMER. I will state that for its purpose there is no better magazine in the country.

AUGUST REPORT ON GRASSE FLORAL PRODUCTS

From Our Own Correspondent

GRASSE, August 5.—Following is the August report on floral products in this region:

Orange Flowers.—The demand for neroli continues normal. The northern European countries are manifesting considerable interest in this article. As was foreseen in last month's report, the product of the 1922 season will be entirely exhausted before the distillation of 1923.

Orange flower water is in great demand from the industries of food products and pharmaceuticals. The present price is very moderate, and consumption has noticeably increased since the last distillation.

Roses.—The present very advantageous prices for all rose products have caused a very active demand. More than half of the stocks from the last harvest are already sold, and the trade recovery which will certainly show itself in the early winter will cause money to circulate more freely.

Jasmine.—The harvest will begin in a few days. It seems likely that it will be normal. The manufacturers of perfumes and the co-operative associations of flower growers have come to an agreement whereby the price of flowers will be slightly less than that of last harvest.

The high cost of labor, of fertilizers and of water for irrigation have made it impossible to set a lower price, for to these costs, already high, must be added the cost of gathering the flowers, which is always high on account of the great labor involved.

No great quantity remains of the products of the 1921 crop. The prices will certainly be lower than those of last year, but the decrease will not be very great.

Tuberose.—As in the case of jasmine, the tuberose products will suffer a slight, but not marked, decrease in price. Last year's stocks are exhausted, and no predictions can be made with certainty until the end of September. The demand is quite active.

Geranium.—A noticeable increase has occurred in the prices of all the geranium oils, since the last report. The Algerian oil was the first to rise, on account of the poor yield from the first cutting, due to the drought of last spring.

The Grasse oil has risen in sympathy, to almost the same extent. The Reunion oil, as a result of large demand, has also risen.

The second cutting in Algeria has yielded almost nothing, and the year's crop, which used to be estimated at 20,000 kilos, will not amount to more than 5,000 kilos this year, for there is only the third cutting to come, in October. Even in normal times, this cutting furnishes but little oil.

The crop of geranium at Grasse, which is cut but once a year, will be very small this year, for because of the poor market during recent years the growers have not replanted.

Bourbon geranium has gone up 10 francs per kilo, for there is a strong demand and no spot stocks. The last few shipments arriving at Marseilles have been almost entirely sold, principally to England.

Indian geranium (*palmarosa*), on account of the rise in exchange, has risen greatly in price, attaining almost the level of Bourbon geranium.

Lower prices for geranium oils are not to be expected. On the contrary, there will probably be a further rise at the beginning of autumn.

Rosemary and Thyme.—There is nothing to report regarding these two oils. Sales are regular and prices are maintained. Thyme oil rich in thymol is in great demand, and good qualities are scarce.

Lavender.—A brisk demand, emanating from an Asiatic country, has absorbed most of the stocks remaining from the last distillation.

The new distillation has begun, but although the plants appear very fine, the yields of oil are not satisfactory, for the plants are very stout, weigh heavily, and give less oil than usual.

The market for lavender oil has recovered somewhat during the last few weeks, and although no noticeable

rise is to be feared, a brisker market is to be expected after the distillation.

At the present exchange value of the French franc, lavender oil is very advantageously priced for countries better situated, and it is futile to hope that it may be bought cheaper. In the mountains where lavender grows the prices are now as low as possible, and if they should fall, the cultivation of the plant would have to be abandoned.

The syndicates of lavender producers are now very well organized to defend themselves against speculation tending to lower the market. The French Ministry of Agriculture aids these Producers' Co-operatives by advancing funds.

Summary.—There is a real recovery in business, in certain products. It is hoped that the recovery will be more effective this autumn. Lower prices are not to be expected except as a result of fluctuations in exchange, which have the effect of basing values upon exotic oils.

OTTO OF ROSE CROP IN BULGARIA

(From a Special Correspondent.)

SOFIA, July 12.—The rose harvest ended four weeks ago and from all accounts it was much better than expected. The weather generally was good and an increase is shown over last year's crop. In a statement of the situation made by Theodore K. Shipkoff, of Shipkoff & Co., Ltd., it is disclosed that the rose harvest this year started ten days earlier than usual and ended in the middle of June. The distillation lasted in all 25 days. With the exception of only four rather hot days, there was ideal weather during the whole harvesting season, and thanks to this fact, the output of the crop is very satisfactory, and the new otto is superior in grade, rich in aroma and by far the best otto since the record 1900 crop. This is due greatly to the better care the rose bushes have had this year, and, above all, to the propitious weather during the harvest. Mr. Shipkoff goes on to say: "Since the rose harvest ended, we have been touring the whole rose district, checking the output of every locality, and have found that in all the fine mountain localities the yield is at least 20 per cent larger and of the choicest possible quality, with hardly any put-up grades. Only in the localities down in the plain, where the soil is clayish, the grade of the new ottos is ordinary, and also all the old ottos, left over from the last two years, are rather of inferior quality. We are also glad to say that there are less put-up grades this year than in any other year since 1912. The total yield of the crop amounts to 65,000 oz., which is fully 20 per cent more than last year's crop. The flowers commanded the same price, and while the distilling expenses this year are bigger, as the yield of otto from the flowers was much larger, the cost price is about 8-10 per cent less."

PIMENTO OIL IN JAMAICA

Experiments by the British Colonial Department of Agriculture have demonstrated that pimento oil can be produced in Jamaica in large quantities. Not only has oil been produced at the laboratory from pimento leaves; but isoeugenol and vanillin have been made. The process has passed beyond the experimental stage, and, as it is certain that all the pimento oil produced in the island will find a ready sale abroad, the Government has decided to pass over to private enterprise the data in its possession. A factory is to be located in the central part of the island, and machinery to produce 10,000 lb. of oil has been ordered from Scotland. The crude oil will be exported.—*London Times Trade Supplement.*

COTY APPEALS DECISION IN PRESTONETTES SUIT

Dissatisfied with the decision of the court in the test case against Prestonettes, Inc., which was reported on page 212 of our July issue, Francois Coty, French perfumer has appealed the case to the Circuit Court of Appeals which is with the sole exception of the United States Supreme Court, the final tribunal. The case will be heard late in October or early in November.

In his appeal, Coty not only seeks an injunction to restrain the defendant from using the trade marks "Coty" and "L'Origan" in any manner whatsoever save to resell to the general public the original packages of the genuine goods put up by Coty in France, but he also seeks to bring the case under Section 2354 of the Penal Law of the state of New York relating to trade marks. It has been held by the court to which this appeal is taken that where a special statutory right is given by this state law that the federal courts will enforce it by injunction.

Coty maintains that the owner of a trade mark can dictate terms under which it is to be used especially where cleanliness and sanitary qualities of the product are in issue. "If every Tom, Dick and Harry," reads the brief, "is permitted to manufacture compacts and affix plaintiff's name and trade marks thereto then he has lost control over his trade mark which is a property right to which he is exclusively entitled."

Attorneys for the defendants have not as yet filed their briefs, but the rulings of the U. S. District Court for the Southern District of New York in the cases of Coty vs. Ivory Novelties Trading Co., handed down July 21, and Houbigant vs. Magnum Import Co., Inc., handed down July 27, which concede the right to purchase the powder, or perfume of a well-known manufacturer and to repack or rebottle and sell it as the genuine product provided the fact that it has been repacked or rebottled by another is clearly set forth on the labels in the manner prescribed by the court, will not be without considerable weight.

Justice Knox rendered the decision in the case of Coty vs. Ivory Novelties Trading Co., the facts of which appear in the opinion which follows in full:

"Defendant is within its rights in making a face powder compact of the nature here in question, and so long as its base is a face powder known as Coty's L'Origan, may be justified in so marking the same. The case of Ingersoll vs. Doyle, 247 Fed., 620, is to the contrary of such proposition. For present purposes I need not rule on the question but may leave it for final hearing. The reason for this is that plaintiff does not now ask for an injunction wider in scope than that granted by Judge Augustus N. Hand in Coty vs. Prestonettes, Inc., a case substantially similar to this and decided June 23, 1922. It was there held that the names, 'Coty's' and 'L'Origan' are entitled to protection, and that Coty 'as well as the public are entitled to have it unmistakably known that a face powder sold as originating with the complainant is fabricated and packed by another.' I will follow that decision.

"It remains, therefore, to decide if defendant's compact, as now put up and marketed, constitutes an infringement of Coty's rights. I think it does, and believe there can be no serious dispute upon the matter.

"The most prominent feature of defendant's label are these words:

Powder Compact
Coty's
Genuine Face Powder
L'ORIGAN
Odor

"These words catch the eye and cannot help but lead a purchaser to believe that the compact is a genuine Coty preparation. It is true that immediately beneath

the words, 'Powder Compact' one may, if he looks closely, discern in small letters the words, 'made from,' and also there is to be found under the word, 'odor' the following:

'by
Ivory Novelties Trading Co.,
N. Y.'

"To my mind the means used by defendant in identifying the compound as its own product is of a character designed not to inform the public of the fact, but, is rather to enable it to, by refined argument, plead that no actual misrepresentation is made.

"An identification such as this cannot be permitted to take the place of open and frank avowal that the article offered for sale is *not* the compact of Coty. If defendant is *not* desirous of deriving any undue advantage from its use of the protected name and trade mark of another, there should not be such marked modesty as to its own connection—or the lack of connection—therewith."

Some apprehension was expressed in the trade regarding the sentences in Justice Knox's decision which read: "The case of Ingersoll vs. Doyle . . . is to the contrary of such proposition. For present purposes I need not rule on the question, but may leave it for final hearing. The reason for this is that plaintiff does not now ask for an injunction wider in scope than that granted by Judge Augustus N. Hand in Coty vs. Prestonettes."

The case of Ingersoll vs. Doyle referred to was decided in the Massachusetts federal district courts December 21, 1917. The defendants changed the dials of Ingersoll watches and the plaintiff sought to enjoin them from selling or offering for sale . . . "any Ingersoll watch, which though originating in the plaintiff's factory has been altered or added to so that it no longer is in its entirety the product of the plaintiffs." The court in sustaining the plaintiff held that the alteration by another of an article which is sold by the maker under a trade mark and with his warranty, makes it a new construction.

Coty will seek to bring the case under the ruling of Ingersoll vs. Doyle. Attorneys for the defendants will undoubtedly contest this as the decisions on similar points in analogous cases are not altogether uniform. Meanwhile Coty has obtained injunctions similar to that obtained in the Prestonettes case against the Perfume Import Co., Equities Specialties Co., American Excelsior Trading Co., Boutay Co., Elvin Import Co., Magnum Import Co. and others.

MARKING OF IMPORTED BOTTLES TO SHOW COUNTRY OF ORIGIN

The Treasury Department recently issued a circular requiring glass bottles, vials, etc., to be permanently marked by molding, sandblasting or etching, to show the country of origin. As a literal compliance with this requirement would in many cases deceive the purchaser of a bottle of perfumery, the container of which was made in a foreign country, into the belief that the perfumery also was an imported product and because of certain differences in the interpretation put by the Department's circular by certain Collectors of Customs, the Washington representative of the American Manufacturers of Toilet Articles, W. L. Crounse, addressed a communication to E. W. Camp, Chief of the Customs Division of the Treasury Department, propounding certain questions with respect to this ruling. Mr. Crounse has received the following communication from Mr. Camp which sets forth the questions submitted to the Customs Division and Mr. Camp's reply:

"WASHINGTON, August 12, 1922.

"I am in receipt of your letter of the 24th ultimo requesting certain information regarding the operations of Department circular No. 598 relative to the marking of

imported glass bottles, vials, etc., to indicate the country of origin. Your inquiries follow, with the Department's reply thereto.

"First Question—Would it be considered to be a compliance with the law and regulations if empty imported bottles bore the legend 'Container made in France' rather than 'Made in France'?"

"Yes; and the requirement of such marking would be a reasonable precaution on the part of any domestic manufacturer who apprehended that the use of legally marked bottles or other foreign made containers might mislead the purchaser into believing that the contents were of foreign origin. The same result would be attained by adding the words 'Contents made in U. S. A.' or some similar legend to the usual advertising carried in the domestic manufacturer's label which is ordinarily the most conspicuous feature of the article when offered for sale. But the sole responsibility of the Treasury Department in the premises is to insure that all 'articles of foreign manufacture or production' are legally marked prior to their release from customs custody as required by paragraph F, Sub-Section I, Section IV, of the existing tariff act.

"Second Question—(a) In case the manufacturer of a domestic product (perfumery for example) personally imported his bottles from France would not the Department regard it as an adequate compliance with the statute if the empty units were marked 'Made in France' with a sticker or label which might be removed before the bottles were filled with domestic perfumery?"

"When an article is subject to marking under Paragraph F, *supra*, such marking is required by the statute to be the most permanent form of marking of which the article is capable. The ordinary commercial perfumery bottle is capable of being marked by means of etching or some other process producing a permanent effect.

"(b) And in the case of very small bottles designed to hold quarter ounces, half ounces, etc., which are packed in boxes or cartons containing from one dozen to one gross, would it not be a compliance with the law if the box or carton rather than the small unfilled units were plainly marked to show the country of origin?"

"The controlling factor is not the size of the article, except in those cases where it is so diminutive that it either would not carry a legible marking or the cost of marking such a small article would be so excessive as to constitute an injury. If in such cases marking by means of labels is the most permanent form that can be devised, with due regard to the element of injury resulting from disproportionate expense, that form of marking would be considered sufficient. The box or container would in addition under the second paragraph of paragraph F, be required to be marked to indicate the country of origin and the quantity of its contents.

"It is true that empty containers of various sorts and sizes, including bottles, may be destined for domestic manufacturing concerns and not intended to be offered for sale to the ultimate consumer in their imported empty condition; but, even though manufacturers might conceivably be held to be consumers in certain circumstances, they are not the consumers of all such merchandise. The Department has held that manufacturers are the ultimate consumers, within the meaning of the statute, of certain classes of merchandise (not all classes) of the type that is intended for use by manufacturers; but to apply the rule to cases where the individual articles contained in the imported package are, as are imported empty bottles of small size, of the type commonly sold at retail as well, would open the door to possible evasion of the statute and consequent deception upon the public.

"It may be added that if the marking of such merchandise as very thin ampoules of the type used to contain serums, etc., would cause an injury because of the extremely fragile character of the article, or because the attachment of labels would involve disproportionate expense, they would be exempt from the operation of the statute.

Respectfully,

"E. W. CAMP, Chief, Division of Customs."

AMERICAN MADE PERFUMES AND BOTTLES

In the many discussions regarding American made perfumes and toilet articles little has been said about the glass containers. Our esteemed contemporary, the "Glass Container," gives new reasons for American preference and makes a strong appeal to patriotism in which aromas and bottles are most happily blended and in which the manufacturers of perfumery bottles pledge hearty cooperation with the perfumers in upbuilding the two American industries.—ED.

"There is perhaps no product in America to which the slogan 'American made' can be more justly applied as a reason for its greater sale and use, than to American perfumes," says the *Glass Container*. "Practically all the arguments which apply to other American manufacturers obtain in the case of perfumes, such, for instance, as the fact that to buy American perfumes is to encourage not only the American industry of perfume making, but also the manufacture in America of the glass bottles in which the perfumes are placed upon the market. While recognizing the universal greatness of France in this industry, the above facts together with our national pride would lead us to ask for perfumes and toilet articles made in our own country.

"But there is a deeper and more subtle reason why American made perfumes are to be preferred by Americans. The sources of all the raw materials that enter into perfumes are the same. The methods of perfume making are similar, but somehow the ideals behind the American perfume maker and the foreigner are different. In America, the idea seems to have been to go back to nature itself and to make perfumes as nearly as possible like the natural odor of the flowers.

"A lady loves a certain flower. She admires not only the flower but also its odor. This flower is her ideal of beauty. She, too, would be as beautiful as possible; so she adapts to herself the delicate scent of the flower she loves.

"The American perfumer has been in harmony with this idea and he has built his business upon it. The foreigner has been inclined to inject into his manufacture, suggestions of feelings and emotions more complex and perhaps less justifiable; more of the insinuating, and less of mere beauty and simplicity. By stressing the sale of heavy oriental odors, good taste in America has sometimes been offended, to the detriment of all perfumes.

"There is yet another reason which is personal and perhaps not so general, but would weigh with us. As we understand it, the successful manufacture of perfumes does not depend on chemistry or the physical sciences, but altogether upon the nose. Therefore, it is our opinion, judging from certain other products made in foreign countries, that we would far rather trust an American nose in fabricating the odors with which we will have to live.

"In all the many cases in which the glass container is used as a sales vehicle for various products, there is no instance of greater interdependence between the container and the product than exists in the case of toilet preparations and perfumes and the glass container. The closest relationship and cooperation should obtain therefore between the makers of American perfumes and toilet waters and the American manufacturers of their containers. This will mean very close study and investigation on the part of both.

"The buyers of perfumes are likely to be more or less discriminating in their sense of the beautiful and appropriate. These buyers must be satisfied. The American perfumery industry is in the building. So is the glass container industry. They must build together. The *Glass Container* will act as guarantor that the members of our association who manufacture perfumery bottles will extend their most intelligent cooperation to the perfumers in the work before them. Here is a specific instance of where 2 plus 2 will equal 4."

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Gordon M. Day, the new president of the Flavoring Extract Manufacturers' Association, and his associates on the newly elected board of officers, have taken hold promptly in preserving the interests of the industry. Chairman Bond, of the Legislative Committee, and Attorney Hickey also have not relaxed either their vigilance or efforts.

The Atlantic City convention, fully reported in our July issue, gave another knockout blow to the thirteen superstition. The convention was a great success and the social features proved to be most enjoyable. There is little to add to what we printed last month, except that the report of the treasurer, F. L. Beggs, which we did not receive in time to include in our July issue, made a good financial showing for the association. The details are not given out for publication. The report showed a cash balance as of June 1 and per books of \$6,648. The report was duly audited by W. W. Laudenslager, L. K. Talmage and Charles Hughes. The details are available for members only who may seek the information and not for others.

Work on the publication of the Minutes already has been begun and the pamphlet, as usual, will be issued promptly, giving all necessary information to the members.

F. E. M. A. COMMITTEES, 1922-3

Gordon M. Day, president of the Flavoring Extract Manufacturers' Association, has appointed the following committees for 1922-23:

SCIENTIFIC RESEARCH COMMITTEE

Frank L. Beggs, Chairman, Styron-Beggs Co., Newark, O.
J. L. Clawson, The Clawson Co., Philadelphia.
Dr. F. M. Boyles, McCormick & Co., Baltimore.
Dr. Bernard H. Smith, Garrett & Co., Inc., Brooklyn, N. Y.

Dr. E. J. Shanley, Baker Extract Co., Springfield, Mass.

MEMBERSHIP COMMITTEE

Robert E. Heekin, Chairman, Heekin Co., Cincinnati.
W. H. Hyde, Abner Royce Co., Cleveland.

Benjamin H. Harrison, David G. Evans Coffee Co., St. Louis.

LEGISLATIVE COMMITTEE

R. H. Bond, Chairman, McCormick & Co., Baltimore.

PUBLICITY COMMITTEE

Fred S. Rogers, Chairman, McMonagle & Rogers, Middletown, N. Y.

S. J. Sherer, Sherer-Gillett Co., Chicago.

S. F. Irwin, L. H. Parke Co., Philadelphia.

TRADE INTERESTS COMMITTEE

F. S. Muchmore, Chairman, Hallock-Denton Co., Newark, N. J. (Additional members to be appointed by him.)

TRANSPORTATION COMMITTEE

G. T. Gunning, Chairman, Arbuckle Bros., Chicago.

G. C. Davis, Davis Mfg. Co., Knoxville, Tenn.

COSTS COMMITTEE

T. W. Carman, Chairman, Baker Extract Co., Springfield, Mass.

C. F. Sauer, the C. F. Sauer Co., Richmond, Va.

J. L. Clawson, the Clawson Co., Philadelphia, Pa.

INSURANCE COMMITTEE

C. W. Jennings, Chairman, Jennings Mfg. Co., Grand Rapids, Mich.

COMMITTEE ON HOW TO INCREASE SALES

T. W. Carman, Chairman, Baker Extract Co., Springfield, Mass.

VIGILANCE COMMITTEE

W. W. Laudenslager, Chairman, A. Colburn Co., Philadelphia.

Frank L. Beggs, The Styron-Beggs Co., Newark, Ohio.

STATE COMMITTEEMEN

California: Paul Rieger, Paul Rieger Co., San Francisco.

Colorado: Wm. L. Myatt, Morey Mercantile Co., Denver.

Connecticut: Chas. S. Williams, The Williams & Carleton Co., Hartford.

Indiana: Geo. H. Lynas, J. B. Lynas & Son, Logansport.

Iowa: C. R. Joy, S. F. Baker & Co., Keokuk.

Kansas: W. S. Herr, The Murray Mfg. Co., Wichita.

Louisiana: S. F. Dupree, Gulf Mfg. Co., New Orleans.

Maine: C. F. Foss, Schlotterbeck & Foss Co., Portland.

Maryland: R. H. Bond, McCormick & Co., Inc., Baltimore.

Massachusetts: F. S. Ross, Stickney & Poor Spice Co., Charlestown.

Michigan: H. L. Jenks, Foote & Jenks, Jackson.

Minnesota: C. E. Wyman, Griggs, Cooper & Co., St. Paul.

Northern Missouri: S. H. Baer, Blanke-Baer Extract & Preserving Co., St. Louis.

Lower Missouri: Rudolph Hirsch, Ridenour Baker Gro. Co., Kansas City.

New Jersey: F. S. Muchmore, Hallock-Denton Co., Newark.

Western New York: J. A. Handy, Larkin Co. Buffalo.

Eastern New York: L. B. Parsons, Seeman Brothers, New York.

Ohio: J. Frank, Frank Tea & Spice Co., Cincinnati.

Oregon: Leo Hahn, Wadhams & Co., Inc., Portland.

Eastern Pennsylvania: S. F. Irwin, L. H. Parke Co., Philadelphia.

Western Pennsylvania: J. L. Klingensmith, Pittsburgh Food Products Co., Pittsburgh.

Tennessee: G. C. Davis, Davis Mfg. Co., Knoxville.

Texas: Leo M. Furman, The Furman Co., Houston.

Vermont: J. D. Fishburne, S. P. Hite & Co., Roanoke.

Washington: W. J. Kahle, Crescent Mfg. Co., Seattle.

Wisconsin: A. J. Hilbert, A. J. Hilbert & Co., Milwaukee.

SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations for their action.

Mr. Hickey has sent out a call for protests against Georgia H. B. 985, which would place a tax of 30 cents a gallon on syrup used for the purpose of manufacturing, compounding and mixing soft drinks. No time is to be lost, as the Georgia Legislature is near to adjournment.

FLAVORING EXTRACT MANUFACTURING COSTS*

By LESLIE K. TALMADGE, Baker Extract Co., Springfield, Mass.

We are amazed when we are told that eighty per cent of the retail grocers in the United States are operating either at a loss or without any profit; that seventy-five per cent of the failures are attributed to the fact that they do not know what their goods cost or what percentage of their sales is absorbed by their overhead expenses and delivery charges.

The extraordinary prices quoted by many concerns packing flavoring extracts indicate that an appreciable number of them are not cognizant of the accurate cost of their product. Many of us are so eager for business that we accept orders regardless of whether they show us a profit or loss. We are inclined too easily to be convinced by our salesmen that our competitors are underselling us without first ascertaining the true facts. If we would take the trouble to secure samples of goods that we are in competition with, and have them analyzed, we would then be in a position to show the customer why the lower prices were possible and the quality he would receive.

There is another phase of such competition that I desire to bring to your attention—the reputation of the industry as a whole—which is menaced by weak kneed manufacturers who operate with the idea in mind that if they keep their plants running, they are bound to make money. They will accept business at almost any price it is offered them by buyers who are playing one manufacturer against another.

As an illustration, we cite the cork industry—we all know that corks can be purchased at almost any price but if one gets low prices, they invariably get low quality corks, and receive what they pay for and more often less.

If the members of this Association would come together and establish a system of accurately determining their costs, I do not believe that many of them would keep on being foolish and continue to accept business that did not show them a reasonable living profit. Our observation is that there are more concerns selling extracts at cost or less than there are manufacturers receiving a fair margin of profit on their product.

This condition should be remedied. If each one of us will make a careful analysis of his costs, he will be sure to find many items that he has entirely overlooked unless, of course, he has already made such a study or has a well organized cost accounting department.

I want to call your attention to several items which are apt to be overlooked in making up costs. I have been told in our Conventions by many of our members that they have never given any consideration to the matter of carrying charges on their stock of Vanilla beans, to losses resulting from evaporation and in handling the finished product, breakage in bottles, imperfect corks, cartons and labels, the loss from overcapacity bottles or in the filling to provide a margin of safety above the marked quantity on the packages.

The Baker Extract Company has maintained a cost accounting department since 1913, and it has been of most substantial benefit in conducting their business along safe and sane lines. It has enabled them to keep away from unprofitable business and while at times it may have seemed to some of you that they have quoted low prices on Government orders, special or specific competitive business, to the best of their knowledge they have never accepted an order which did not yield a profit beyond the expense of what it cost to put it on their books. The system has also been a time saver in that it could be carried along by subordinates and has released time to the officers of the Company for more important things. It also provides the means of a close check up on the work of the salesmen, those who are profitable and the ones who are not paying their way. The maintenance expense of a cost system is very small when it is once inaugurated. At present one young lady is figuring the cost of every order that is shipped from our laboratory.

To install a Cost system, you should assign some one familiar with your plant to make a study of the process of manufacture, the filling and packing of your goods with the thought in mind of catching any leaks and ascertaining what the losses are which I have mentioned. In our plant, we keep a running inventory of bottles, cartons, boxes, corks, and other material, which if stated when you take your regular inventory, will require very little time to keep along.

This, after it has been in operation for a year, will prove a very valuable guide to you in placing orders for bottles, cartons, labels, corks, boxes and other materials, as the sales of any flower or size can be ascertained at almost a moment's notice. A printed card record is also used, by the forewoman when assigning the orders to her girls.

Let us first discuss the cost of a Pure Bourbon Vanilla extract manufactured with 40 per cent alcohol. Using a price of \$3.00 per pound for the bean, you should add carrying charges of at least nine cents per pound, to cover 6 per cent interest on the \$3.00 for six months. If, at the end of the six months, you are still carrying in stock beans which you will not use before the end of the year, the cost should be refigured, based on an additional charge of nine cents per pound for the balance of the year. Although this method may not be absolutely accurate I believe you will agree that it will at least protect you against a loss. A charge for shrinkage in weight of the beans should also be taken into consideration.

Several years ago we made a careful study of the shrinkage in the weight of Vanilla beans which were carried for six months, and we found that some grades of Prime Mexican beans showed a shrinkage in weight of 35 per cent with an average loss on all kinds of beans of 8 per cent.

At a meeting in New York last Spring of several of our largest manufacturers, it was agreed that the shrinkage amounted to at least five per cent of the total purchases for the year and that concerns who bought the beans as they used them, invariably paid for such shrinkage in the price paid the importers.

There is another item in the manufacturing process that I believe is overlooked by some manufacturers and that is the loss in menstrem retained in the bean. This loss averages at least 10 per cent of the menstrem cost or 21 cents per gallon. Some manufacturers recover part of this loss by pressing, distillation or washing of the residual beans but in actual operation, it will be found that there is always some loss.

Therefore, let us take Bourbon Vanilla beans at \$3.00 per pound, add nine cents for carrying charges and fifteen cents for shrinkage, making a total of \$3.24 per pound for the beans, and your product made with 40 per cent alcohol in the finished extract would cost \$4.97 per gallon. With this cost of \$4.97 per gallon in your minds, permit me to describe how this would work out in the ¾-oz. package, which is sold by many of us and has always been a bad actor so far as profit is concerned. Six ¾ pints of Vanilla are required to fill a gross of ¾-oz. bottles. At \$4.97 per gallon, this would cost \$4.19 plus 2 per cent for overcapacity of bottles and loss in handling would be 8 cents or a total cost of what is contained in the gross of \$4.27.

Let us now turn to the package cost:

	Purchase Price	Loss	Total Cost
1 Gross Bottles	\$2.25	(3%) .0675	\$2.3175
1 " Corks .....	.20	(5%) .01	.21
1 " Labels .....	.06	(5%) .00	.06
1 " Cartons .....	.34	(3%) .01	.35
12 Paper or folding boxes..	.29	(2%) .0055	.2955
1 Corrugated shipping case	.22	(2%) .0044	.2244
	\$3.36	.0974	\$3.4574

making a total of \$3.46.

Labor—Having arrived at the actual cost of the ingredients and materials used in producing an extract, the next item to consider is labor. There are several methods of computing labor cost, and we believe that there is a great variation in the costs of different concerns. It is absolutely essential

*Paper read at the thirteenth annual convention of the Flavoring Extract Manufacturers of the United States, Atlantic City, July, 1922.

that a record be kept of goods bottled and packed in your laboratory and a comparison of these records made from time to time, to arrive at the correct labor cost per gross. If an employee is given to understand that such a record of her work is being kept, the number of bottles which she will fill or label, as the case may be, will be much larger than the amount of goods bottled or labeled by the same girl if no record of her work is made by you.

There are two classes of labor to be considered—productive and non-productive. For the productive labor, where a chemist or a manufacturing man is employed, a certain cost per gallon for the manufacture of the goods in solution should be added to the cost of each gallon. To this must be added the cost of bottling, labeling and cartoning the goods.

In our non-productive labor, we have included the cost of the superintendent, forewoman, bottle washer, receiving clerk and shipping clerk. The shipping clerk we have considered as non-productive labor as he is generally hired on a weekly salary basis, and we have found it easier to compute the labor by including this item in the non-productive class. Although the labor charged for the packing of goods may vary somewhat with different manufacturers, we believe that the following is not far from correct:

Labor cost for manufacturing goods.....\$0.186 per gross
Labor cost for bottling, labeling, etc......38 " "
Non-productive labor cost......154 " "

making a total labor charge of.....\$0.72 per gross

Delivery.—Notwithstanding the claims of some manufacturers that their goods are sold F. O. B. factory, we find that it is the general custom to prepay or allow freight on extracts and this should be included in our calculations. Prior to 1918, this did not exceed 5 per cent of the sale but at the present time the freight charges are more than 10 per cent in many instances, so for example, let us take a rate of \$1.50 per cwt. or a cost per gross of 67½ cents plus a charge of 2½ cents per gross for cartage or a total of 70 cents per gross, basing this charge on the weight of a gross of the ¾-oz. goods packed, which is 45 lbs.

However, you should remember that in figuring freight, you are obliged to pay a minimum rate which is usually the hundred pound rate on less than hundred pound shipments, and where you are selling the ¾-oz. goods in gross quantities, the cost per gross in this illustration would amount to \$1.52½ per gross instead of 70 cents as figured.

Premium or Free Goods.—To ascertain the cost of the free goods you should take one-twelfth of the above cost and include it in your cost before figuring your percentage of overhead, selling or profit. This amounts to 76¼ cents, making a total of \$9.91.

Overhead should include rent, office pay roll, officers' salaries, insurance, repairs, interest, heat, light, water and sundry expenses. It is our opinion that no manufacturer can operate under present conditions on less than 7½ to 10 per cent. Let us take 8½ per cent for our basis.

Selling Expenses.—Concerns that are packing tea, coffee and spices in addition to extracts, I believe are in many instances deceiving themselves with regard to their true selling expense as applied to their Extract department. Those of us who confine our business strictly to the manufacture of extracts, realize that it is impossible to maintain salesmen for less than 15 per cent and in many cases, the selling expense is actually more than 20 per cent. If any of you doubt this, I would recommend that you engage a man to sell extracts exclusively for a short time and ascertain your true selling cost. Taking a selling expense of 16½ per cent cash discount of 2 per cent and to illustrate more completely and show how ridiculous some prices are, we will say that we wish to make a net profit of 5 per cent. For overhead we have 8½ per cent, selling expenses 16½ per cent, cash discount 2 per cent and profit of 5 per cent; total 32 per cent. Therefore, the amount \$9.91 represents 68 per cent of the total. Dividing this amount by 68, your result will be 1 per cent. Moving the decimal point two places to the right, will give you 100 per cent or your net sale price of \$14.58.

Furthermore, those of us who are selling through the wholesaler must consider this cost as 85 per cent of the retail sale price. Taking the net sale price of \$14.58, and dividing by 85 per cent will give a selling price to the retail

trade of \$17.16, which should be obtained to make a net profit of 5 per cent. Therefore, if you are selling your ¾-oz. package at \$16.20 per gross to the retailer less a jobbing discount of 15 per cent, or a net sale of \$13.77, you are eliminating all of the profit of 73 cents and showing an actual loss on the business of 8 cents a gross.

You may think that these small amounts added for carrying charges, shrinkage of beans, loss of menstrum, overcapacity and the various items included in the package cost for losses are of little consequence. Therefore, I have refigured my costs excluding them with the following result:

Liquid, per gross.....	\$3.72
Package	3.36
Labor .....	.57
Freight .....	.70
Overhead	1.01
Selling	2.01
Discount .....	.24
5 per cent Profit.....	.60

\$12.21

or a difference of \$2.37 which computed upon a sale price of \$14.58 is over 15 per cent of your sale and which proves beyond question that such shrinkage must be considered if you are to be assured of a profit.

Not long ago certain extract manufacturers in New York City were quoting 2-oz. Vanilla extract at \$21.00 per gross and although these goods complied with the New York State Food Law which has no specified standard for Vanilla, an analysis showed that they were deficient in Vanilla extractives to conform to the Federal Food Law and therefore illegal to ship in Interstate Commerce. Assuming that the Vanilla may have been made with Tahiti beans costing \$1.85 per pound, a standard extract made from those beans would cost \$27.38 per gross in the 2-oz. size, and if made from a Standard Bourbon Vanilla extract of the same quality as used in my illustration of the ¾-oz. package, figured on the same basis, the price to the retail grocer would be \$36.90, as I will show you in the following illustration:

Package Cost

1 Gross Bottles	\$3.09
1 Gross Corks .....	.24
1 Gross Labels .....	.06
1 Gross Cartons .....	.44
12 Folding Boxes.....	.51
1 Shipping Case.....	.32

\$4.66

Taking your Vanilla extract at \$4.97 per gallon, would cost per gross in the 2-oz. size \$11.18, package cost \$4.66, labor \$1.32, freight \$1.08, premiums or free goods \$1.52, 8½ per cent overhead, \$2.61; 16½ per cent selling, \$5.23; 2 per cent discount, 0.63; 5 per cent advertising, \$1.565; 5 per cent profit, \$1.565—total \$31.36; 15 per cent jobbing discount, \$5.54—\$36.90.

You will note that I have included 5 per cent for advertising in the 2-oz. package. I have done this for the reason that I believe there are very few of our members who are packing their own brands of extracts, who do not during the year spend at least 5 per cent in advertising.

I know that in a great many cases, the advertising charge will be considerably larger and if this advertising cost is not taken into consideration when making prices, and particularly when you are getting out a new price list, it will mean that whatever is spent for advertising during the year will come out of your net profit, and in case you have been selling your goods on too close a margin, your business will show a loss instead of a profit.

I think possibly some of you may be interested to know the cost of a high grade extract made from prime Mexican Vanilla beans. Therefore, I have an illustration using a cost for Mexican beans of \$8.00 per pound. You will all agree that this is a low price and it is doubtful if any of us will be able to replace our present stocks at the figure that I have taken.

A Mexican Vanilla extract figured in the same manner as previously explained, that is, adding for shrinkages, would cost \$9.61 per gallon, 2¼ gallons to fill one gross 2-oz. bottles \$21.62, package cost \$4.66, labor \$1.32, freight \$1.075, free goods \$2.39, overhead \$4.11, selling \$8.22, 2 per cent

discount \$0.98, 5 per cent advertising \$2.47, 5 per cent profit \$2.47, making a total of \$49.31, which represents 85 per cent of your retail price. Therefore \$58.01 would represent the price that you should get for a 2-oz. Mexican Vanilla extract to net you a profit of 5 per cent which I am sure is as close a margin as it is safe to use in operating a business.

For the past ten years your Cost Committee has recommended that a uniform method of cost accounting be adopted but to my knowledge, no appropriation has ever been made to carry on this work, neither has any material progress been made in this direction.

Therefore, in closing, I desire to bring up for discussion at this Convention the matter of employing a paid secretary to devote all of his time and energy to Association work.

In my opinion, we have reached a point where we must employ someone to whom our members may turn for advice and assistance or we shall not receive the larger benefits from our membership in the Association which are possible. There is unlimited opportunity for the right kind of a man to develop a better understanding between members, to show our members that they are making a mistake when they cut prices without cause; to advise them in regard to their formulas and alcohol permits; figure costs with them, and to investigate any reports which may be called to his attention regarding the misuse of alcohol.

What we really need is a man who is not afraid to come to any of us who are injuring ourselves and the industry and point out the folly of our ways.

Peppermint Oil Exports from New York

These figures on peppermint oil exports from the port of New York cover two months and are near normal for the season and other conditions:

For April: To Germany, 600 lbs., \$1,110; Netherlands, 236 lbs., \$827; England, 9,914 lbs., \$19,914; Virgin Isles, 10 lbs., \$25; Argentina, 259 lbs., \$985; Uruguay, 47 lbs., \$95; Australia, 430 lbs., \$1,068; total, 11,496 lbs., \$24,024.

For May: To Czechoslovakia, 60 lbs., \$132; France, 680 lbs., \$1,262; Germany, 600 lbs., \$1,110; England, 6,260 lbs., \$13,300; Mexico, 120 lbs., \$240; Argentina, 288 lbs., \$664; British Indies, 28 lbs., \$138; Australia, 62 lbs., \$110; British South Africa, 590 lbs., \$2,046; total, 8,688 lbs., \$19,002.

Jergens Wins Otto of Rose Decision

No. 45105.—Protest 933,490 of Andrew Jergens Co., Cleveland. Merchandise invoiced as "artificial otto Rose de France," classified as perfumery at 60 per cent ad valorem under paragraph 48, tariff act of 1913, is claimed dutiable at 20 per cent under paragraph 46 as otto of roses. Opinion by McClelland, G. A. On the amended report of the appraiser that this commodity is not in itself sold as perfumery, but is used in the manufacture of perfumery, the claim for duty at 20 per cent under paragraph 46 was sustained.

No Inspiration in This Flavoring

An instance of brevity leading to ambiguity is seen in the headline of an American contemporary, "Soda Water Flavors Manufacturers." This refers to the activities of the National Association of Manufacturers of Soda Water Flavors, and is not, as might be supposed, to the effects of "Pussy-footism" on the industrialists of the U. S. A.—*London Oil and Color Trades Journal*.

Reads "Perfumer" From Cover to Cover

(Dr. Burton H. Cooper, Advertising Manager for the Bestol Co., 771 Washington St., Newtonville, Mass.)

I wish to express my admiration for your publication. Every issue is carefully read from cover to cover, and I find it not only interesting, but instructive and profitable as well.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

Important Notice on Labeling Imitations

The Bureau of Chemistry at Washington has called attention to the following paragraph in Service and Regulatory Announcements No. 27:

369. Labeling of Imitations. Section 8 of the Food and Drugs Act, paragraph first, in the case of food, provides that an article shall be deemed misbranded "If it be an imitation of * * * another article. The proviso to the fourth paragraph of this section states "That an article of food * * * shall not be deemed to be * * * misbranded * * * In the case of articles labeled, branded, or tagged so as to plainly indicate that they are * * * imitations * * * and the word * * * 'imitation' * * * is plainly stated on the package in which it is offered for sale." The law is clearly mandatory, therefore, that imitation products be labeled with the word "imitation," and in addition with some statement plainly indicating them to be imitations, such as a declaration of the ingredients giving the products their principal characteristics. No alternative method of labeling is provided under which imitation products may be sold.

There is a growing practice in certain industries of substituting the word "artificial" or terms such as "artificially flavored and colored" for the word "imitation," as provided by the law. This is particularly true of the beverage industry. For example, a so-called strawberry soda made with imitation flavor, citric acid, and red color is an imitation product and should be plainly labeled with the word "imitation," together with a statement plainly indicating it to be an imitation, such as a declaration of the presence of citric acid, artificial color and artificial flavor.

Plans of Food Research Institute

While the Food Research Institute of Leland Stanford University, established through the influence of Secretary of Commerce Hoover, has not yet become fully operative, private advices from Dr. Carl L. Alsberg, its managing director, indicate that it is laying plans for one of the most complete studies of food values, production and marketing ever made, to the end of encouraging better, cheaper and more plentiful food supply.

The directors originally chosen are Dr. Alsberg, Joseph S. Davis and Alonzo E. Taylor. These have worked out their tentative basic plans and are now organizing the personnel of the establishment. They have already appointed two special investigators and three research assistants. These are: Wilfred Eldred, Ph.D., Harvard, recently professor of economics at the University of Virginia, and John L. Simpson, A. B. (California); who in 1919 was liaison officer of the food section of the Supreme Economic Council and chief of the A. R. A. Commission to Serbia.

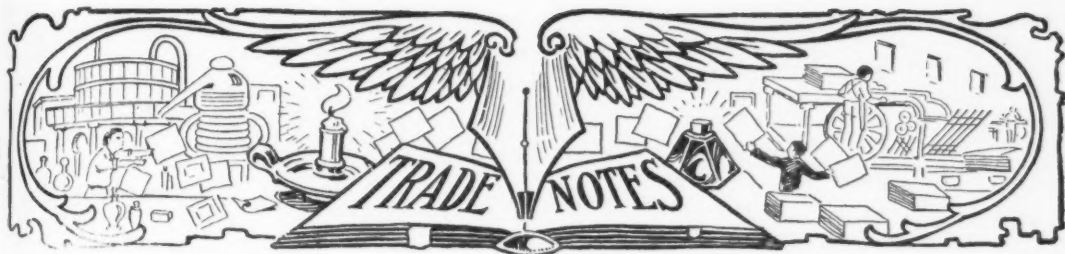
Fined \$500 for Adulterating Olive Oil

George Vafier, part owner of the Italian Commercial Co., 122 Christopher street, New York, one of the largest wholesale dealers in edible oils, was arranged before Magistrate Harris in Manhattan, and was found guilty of adulterating olive oil, by the addition of thirty-three to fifty per cent of peanut oil, and was fined \$500. The conviction was the result of investigations by inspectors of the Bureau of Food and Drugs of the New York Department of Health, which has issued a long report of the case.

Source of a Great Deal of Information

(C. M. Fassett Co., Inc., Engineering Labys., Spokane, Wash. Arthur H. Ingalls.)

THE AMERICAN PERFUMER has been a source of supply of a great deal of the information we require from time to time.



American Manufacturers of Toilet Articles have elected the following new associate members:

Monsanto Chemical Works, St. Louis, Mo. Manufacturers of vanillin, coumarin, etc.

Scovill Manufacturing Co., Waterbury, Conn. Manufacturers of brass boxes, etc.

Mr. and Mrs. A. H. Wirz, of Chester, Pa., sailed for Europe on the *Campania* August 17, and will make a pleasure tour of England and the Continent for six or eight weeks. Mr. Wirz, who heads the collapsible tube firm that bears his family name, has been very active in the up-building of the business during the past few years and is making the trip to secure a much-needed rest.



MR. AND MRS. A. H. WIRZ

J. E. Wolfe has been elected treasurer of Neumann-Buslee & Wolfe Inc., Chicago, Ill. Behind this simple statement there is a business romance, as he thus joined two of his old associates, John H. Neumann, President, and John Buslee, Vice-President and Secretary, with whom he spent many years in the special products department of the old National Aniline & Chemical Co. During the past few years Mr. Wolfe has been connected with the Chicago branch of the American Aniline Works and in his new venture he will visit the same trade.

Mr. and Mrs. Benjamin Elson sailed for France on the *Roussillon*, August 14, and expect to be gone at least a year. Due to declining health Mr. Elson has not been very active of late in Elson & Brewer, Inc., and an announcement of his complete retirement may soon be forthcoming.

C. Leonard Pfeiffer, purchasing agent for Richard Hudnut, perfumer, New York City, sends us greetings from Cannes, France, where he is enjoying his vacation.

F. G. Foss, of the American Can Co., was a passenger on the steamship *Wilhelmina*, which sailed from San Francisco on August 1 for Honolulu.

Harry E. Warner, formerly with Armour & Co., Chicago, Ill., is now associated with J. Eavenson & Sons, soap manufacturers, Camden, N. J., in the laundry soap department. He is also in charge of sales of soap chips and powders in bulk.

LeRoy J. Huttleston has joined the Palmolive Co., Milwaukee, Wis., where he is in charge of production in the Toilet Specialties Department.



LEROY J. HUTTLESTON

Mr. Huttleston has had an interesting career ever since he completed his studies in 1917. Just before this the United States had declared war and Mr. Huttleston volunteered for service in the army, where his close attention to duty soon won for him a commission in the 42d Infantry machine gun company, with which unit he was connected throughout the duration of the war. After the armistice he was mustered out and took the first promising position that offered. This proved to be with the New York branch of the Jewell Tea Co., where he continued for a while until a more promising opportunity offered to take charge of the laboratories of the Klinker Mfg. Co., Cleveland, Ohio. In his new field of activity Mr. Huttleston will be in charge of the production of the line of toilet specialties marketed by the Palmolive Co.

Edward V. Killeen, vice-president of George Lueders & Co., 427 Washington St., New York City, accompanied by Mrs. Killeen and their daughters Ruth and Clare, and their son Wilbur, returned August 4 on the *Berengaria* from a ten weeks' trip abroad.

The party visited England, France, Switzerland and Italy spending most of their time in Switzerland and in Southern France. At Grasse Mr. Killeen visited Fabrique de La Sabrane for whom George Lueders & Co. are sole American agents. The rose crop had just been harvested and Mr. Killeen reports that the yield was satisfactory from every standpoint. The Jasmin crop was then in anticipation and indications were that the crop would be good with prices back to about a pre-war basis.

At Geneva Mr. Killeen was met by Messrs. Leon and Xavier Givaudan of L. Givaudan & Co., for whom his company is also the American agent. An enormous expansion had taken place in the company's works in

Geneva and Lyons since Mr. Killeen's last visit in 1906 and he was much impressed with the completeness of the equipment in the works. While in Paris Mr. Killeen visited the works of Coty, in Suresnes just outside the city.

Mr. Killeen says that conditions abroad are still unsettled but that the outlook is considerably brighter than it has been for many months. There is a feeling that the crisis has been passed and that business is steadily and surely getting back to a normal basis.

The trip across was made in the *Peninsula State* (now the *President Roosevelt*) of the United States Lines. Mr. Killeen was much impressed with the appointments and service on these steamers and enjoyed the added pleasure of sailing under the United States flag. The boats comfortably accommodate about 200 cabin passengers and as they are equipped with gyroscopes the roll in rough weather is reduced to a minimum. Throughout the entire trip ideal weather was enjoyed, and for a period of six weeks it was not necessary to use an umbrella.

William H. Green, New York representative of the Tin Decorating Co. of Baltimore, Md., and the Addison Lithographing Co., Rochester, N. Y., is enjoying a motor trip to Maine with Mrs. Green, where they are visiting their son in camp. Mr. Green recently completed a new home in Forest Hills, N. Y., from the front porch of which it will be possible to see the international tennis tournaments when Mr. Green returns from Maine and New Hampshire where he is playing golf.

Mrs. Frances L. Bradford of the sales staff of V. Vivaudou Inc., New York City, has returned from a successful three weeks' sales campaign in Cleveland, Detroit and Buffalo introducing Scott's preparations and other leaders in the Vivaudou line. Mrs. Bradford was in charge of the publicity and sales production work and supervised the numerous window displays which were an integral part of the campaign.

We are pleased to learn of the birth on July 17 of Georges Guichard, son of M. and Mme. Jean Guichard, Grasse, France. M. Guichard is a valued member of the staff of Roure Bertrand Fils, and visited this country early last year.

Ricardo Gomez, president of Gomez & Sloan, 244 Water street, New York City, has returned from Mexico where he has been since May 1 looking over the firm's interests at Gutierrez Zamora, and in Papantla. Mr. Gomez reports that New York is practically sold out on Mexican vanilla beans, with no prospects of obtaining more before July, 1923. The market has never been quite so strong in the history of the industry, he says, and he ascribes it largely to prohibition which has stimulated the demand for drinks of the popular vanilla flavor. Everything in the way of vanilla beans even in Mexico is sold, he says.

An interesting feature of Mr. Gomez's trip was a 250-mile flight by airplane. He missed the train in Mexico City in making connections with the steamer *Esperanza*, on which he had engaged passage; and in order to reach the boat he induced Capt. Frank Hawkes, the noted aviator of the United States army in charge of instruction work at San

Diego, Cal., during the war, to make the flight to Vera Cruz with him as a passenger. News of the event spread rapidly and the whole town declared a holiday to mark the day of the flight. Alone with Capt. Hawkes he climbed into the bi-plane and amid cheers of the people set off on the eventful trip at an average altitude of 15,000 feet. One stop was made at Papantla where fresh fuel was taken aboard and from then on over the lofty peaks of the mountain ranges, often at an altitude of 18,000 feet the flight continued uninterrupted. Despite the hazard of the trip over the mountains, which afforded no landing in case of accident, Mr. Gomez thoroughly enjoyed the four and a half hours of flight and declares that when he again visits Mexico he plans to take another flight. With time to spare he easily made boat connections and arrived in New York City July 21.

Carl Schaezter, president of Morana, Inc., New York, returned August 11 on the *George Washington* from a six weeks' trip to the Continent. Mr. Schaezter announces that he has closed contracts with the three leading Bohemian glass bottle manufacturers. They are: Johann Uhmann, Tiefenbach; The Bohemian Glassworks, Ltd., Frantiskodol; and Brüder Rachmann, Haida. In addition to these three Morana, Inc., also represent C. & J. Viard & R. Mouquet, Montreuil, France, thus giving them connections with four of the leading perfumery bottle manufacturers on the Continent.

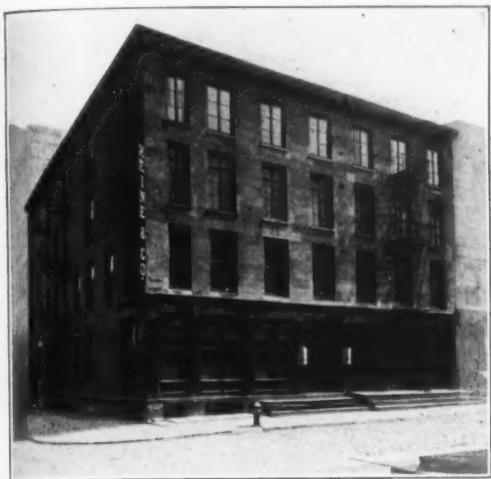
Charles E. Ising, manufacturer of aromatic chemicals and synthetics, Flushing, N. Y., who went to Europe last June accompanied by Mrs. Ising, on a business and pleasure trip, expected to sail for home on August 12. They attended the London Chemists' Exposition and have spent some time in Cologne, Paris, Munich, Dresden, Berlin, Zurich, and other points of interest, also taking in Oberammergau.

Dr. Clarence Gamble, son of James Norris Gamble, nationally known soap manufacturer, of Pasadena, Cal., was badly hurt recently when an airplane in which he was a passenger crashed to the ground, killing the pilot, at Framingham, Mass. Dr. Gamble, who is a Princeton graduate and had just finished a course as interne in the Massachusetts State Hospital, following his graduation from Harvard Medical School, had planned a transcontinental airplane trip to his home in California and the plane was being tested for that purpose. At last accounts there was little hope of his recovery.

Edwin Seebach, sales manager Chemical Works Flora, Dubendorf-Zurich, Switzerland, arrived in New York from Japan on July 20, and sailed again July 29 on the *Majestic*. He has just completed a trip of ten months to China, Japan and other important countries in the Far East. Mr. Seebach found economic conditions in Japan not very good, but that there is hope for early improvement. The general business of his company he reports as being very encouraging.

Scott's Preparations, Inc., manufacturer of Mineralava, has appointed Sydney S. Goldberg, former general sales manager of the Rice Products Co. and director of sales for Creoleans, as general sales manager.

Heine & Co., 52 Cliff Street, New York City, who represent Heine & Co., Leipzig, Germany, with branches at Groeba-Riesa, Germany, and Grasse, France, have remodeled the New York headquarters and have otherwise completed improvements to better enable them to handle their growing business. The New York company now occupies the two adjoining buildings at the corner of Cliff and



REMODELED HOME OF THE NEW YORK HEINE COMPANY

Beekman streets exclusively. An interesting feature in the recent improvements is the large sign shown in the accompanying photograph, which may be seen by anyone approaching the building from any one of four corners. Mr. Paul Schulze-Berge, who has been connected with the business since 1907, is head of the American firm.

An interesting photograph of the works of Heine & Co., Leipzig, at Groeba-Riesa, taken from a balloon at an altitude



VIEW OF THE HEINE & CO. PLANT AT GROEBA-RIESA

of 1,500 feet, has just been received in this city. The photograph, which is shown in the accompanying illustration, gives not only a complete view of the large factories but also the beautiful surrounding country and affords a splendid birdseye view of the industries in which the Heine firms are prominent on two continents.

Procter & Gamble Co. announces that all of the outstanding \$5,000,000 7 per cent serial gold notes, Series "E," due March 1, 1923, have been called for payment Sept. 1 at 100½ plus interest. Guaranty Trust Co., New York City, is trustee.

A. A. Smith's Sons, makers and wholesaler dealers in barbers' supplies, Trenton, N. J., have moved from their old quarters in Genesee street to their new building at 1050 Broad street, which is a model for its purposes.

Imperial Hygienic Co., manufacturer of toilet requisites, 136 West 52nd street, New York City, has moved its manufacturing plant to Suffern, N. Y., where it will have greatly enhanced facilities. The New York office will be continued for the accommodation of the company's customers and representatives.

Stanley Manufacturing Co., of Dayton, Ohio, has entered a new field coincident with that occupied by its embossed metal labels for bottles, jars and boxes for perfumes, creams



THE NEW STANLEY METAL-LABELLED BOX

and powders. We are advised that for some months the Stanley group of market specialists have been studying the powder, rouge and compact field with a thought toward developing a new idea in consumer sales. The result of their efforts now is a compact box with a colorful Stanley embossed seal. These unique boxes are made in either Roman, Ormolu or polished finishes and the covers may be had in the hinged or slip styles with snap fasteners. The seal is inserted from the under side and held in place in the cover by a welded ring and the mirror.

Beginning January 1, 1923, the advertising account of the Northam Warren Corporation, New York, maker of Cutex manicure specialties, will be handled by N. W. Ayer & Son.

Dr. Paul M. Giesy, formerly with the Calco Co., at Bound Brook, N. J., is now research chemist for E. R. Squibb & Co., at the firm's plant in Brooklyn.

F. F. Lemon Shampoo and F-F Lemon Shaving Cream, have been placed on the market by Friedrich-Friedrich Chemical Co., Philadelphia, as additions to the company's other preparations. An advertising campaign is planned in newspapers in territory east of the Mississippi River.

P. R. Dreyer, sole representative in the United States for Bertrand Freres, Grasse, France, and Naarden Chemical Works, Ltd., Naarden, Holland, has been appointed American agent for Gius, Scaccianoce & Co., Palermo, Italy, producers specializing in oil of lemon, oil of orange and bergamot. Mr. Dreyer is also in communication with another leading firm specializing in the production of orris products and hopes to make an interesting announcement to the trade in the near future. He was recently appointed agent for the house of Brodr. Aarscether, Aalesund, Norway, and now handles its line of non-freezing medicinal cod liver oil AA brand, in the United States. Plans for further expansion early in the Autumn are under way both at the home office, 109 Beekman street, New York City, and in the Chicago office of C. A. Senger & Co., 12 W. Kinzie street, who represent Mr. Dreyer in the western territory. Like most progressive business men, Mr. Dreyer mixes pleasure with business; and on one of his recent week end trips with his brother, R. C. Dreyer, and Dr. Seymour Eaton Bigelow visited his old home in Dover, N. J., where his parents first lived when they came to the United States. It was Mr. Dreyer's first visit to his old home since he was a very young man. From Dover the party went to Lake Hopatcong, where Mr. Dreyer engaged in his favorite pastime of fishing with his usual luck.

John J. Pollock, formerly with the Lionel Trading Co. and formerly sales manager for the toilet goods division of the Bush Terminal Sales Building, is now associated with the Sherk Importing Co., 21 W. 47th street, New York City.

Procter & Gamble Co. reports for the year ended June 30, total sales of \$105,655,386, against \$120,019,727 in the previous year. Operating profits totaled \$7,340,327, against \$3,729,559. Total surplus on June 30, amounted to \$21,645,485, against \$20,125,850 at the close of the previous fiscal year.

Col. Herman A. Metz, who is prominent in dye and chemical affairs, is slated for nomination by Tammany for Member of Congress in the Seventeenth New York District. The present representative is Ogden L. Mills.

Burroughs, Wellcome & Co., manufacturers of pharmaceutical products, London, Eng., with a New York office at 18-20 East 41st street, have leased the premises 9-11 East 41st street. Plans have been prepared for a twelve-story office building to be erected on the site.

William L. Brunyate, receiver for the Philo Hay Co., 786 Broad street, Newark, N. Y., has sent out a notice to creditors of the company to file all claims against it by September 22.

Sardou, Inc., perfumers, 569 Hudson street, New York City, with offices in London, Paris and Bombay, was cited for a hearing for possession September 8 before Commissioner Hitchcock for an alleged violation of the prohibition laws. A search warrant and complaint were issued July 28 and on July 31 an information was filed by prohibition agents. Fifty barrels of grain alcohol were seized under authority of the search warrant and these will be held until the final disposition of the case at the hearing.

I. D. Faden, 186 North La Salle street, Chicago, Ill., has completed arrangements with the Imperial Metal Manufacturing Corporation, Long Island City, N. Y., manufacturers of sprinkler tops for perfume and toilet water bottles, and the Atlantic Manufacturing Co., Newark, N. J., manufacturers of collapsible tubes, to act as western representative for both with headquarters in Chicago. Mr. Faden has been representing in the Western territory the Millville Bottle Works, Millville, N. J., and will continue to carry this account. These two additional lines will enable him to serve his customers' requirements in the perfume and toilet goods trade more fully than heretofore. He spent two weeks in the East recently going through both factories to obtain intimate knowledge of the manufacture of sprinkler tops and collapsible tubes.

Denial is made of the truth of recent rumors that Colgate & Co. contemplated a branch factory in Mexico.

Richard G. Rast, for five years with Rockhill & Victor, is now associated with P. R. Dreyer, 109 Beekman street, New York City.

Richard M. Alexander is THE AMERICAN PERFUMER's youngest subscriber, the same to start July 14, 1943, when he will have had his twenty-first birthday. He now weighs 8½ pounds and is starting off finely. The proud parents are Mr. and Mrs. A. Alexander. Mr. Alexander is the well known consulting chemist of 1123 Broadway, New York.

Frederick Haakon Leonhardt, bright and lusty, made his first bow July 23 in the home of Mr. and Mrs. Frederick H. Leonhardt. Mr. Leonhardt is vice-president of Fritzsche Brothers, essential oils, New York City, and is a member of the firm's Quarter Century Club, having joined it 28 years ago, on April 15, 1894.

P. D. Harriman, formerly of the sales department of the Russia Cement Co., Gloucester, Mass., is now with Lever Brothers, Cambridge, Mass. He is succeeded by R. D. Perkins.

Emil Schlienger, senior partner of Bertrand Freres, Grasse, France, is planning to visit the United States early in October. While here he will make his headquarters with P. R. Dreyer, American agent for the firm.

Dr. C. Kleber, Clifton Chemical Laboratories, Clifton, N. J., sailed recently for a three months' stay in Europe. While Dr. Kleber is away Dr. A. Nicholas will be in charge of the company's affairs.

Universal Collapsible Tube Co., Newark, N. J., has been purchased by Philip Walsh, Jr., Walsh's Sons Co., Clay corner Ogden Street, Newark, N. J.

M. Shortway has entered the employ of Bauer & Black, Chicago, as perfumery chemist. He was formerly with the Allen Pharmacal Co., Plainfield, N. J.

Rohde Laboratory Supply Co., 17 Madison avenue, New York City, has gone into bankruptcy and Judge A. N. Hand has appointed Julian Hartridge receiver for the company, under \$2,000 bond. Liabilities not stated; assets about \$10,000.

The Pennsylvania Soap Co., Lancaster, Pa., which has been in operation continuously for three-quarters of a century without once having had to close down on account of lack of orders, has been sold to C. A. B. Zook. The company was established in 1849 by Herman Miller and grew by successive stages until it became a million dollar concern. In fact the plant cost the old holders \$1,200,000.

Despite the fact that the company made a high grade of laundry and household soap for over twenty years not a single piece was sold by any store, the entire output being taken by a large corporation. In this way the company sold a large share of its output of soaps ranging from shaving soap to Dr. Raub's medicated soap, and from fine toilet soaps to scouring powders.

Prof. H. H. Beck, head of the Department of Chemistry at Franklin and Marshall College who has been chief chemist for the company for twenty-six years, will continue in that capacity. Charles A. Blair, who has been with the company for over twenty-five years, will continue as superintendent, and S. S. Gible will continue as purchasing agent. Other executives of long standing, Charles Spicer, head of the milling department, and W. Williams, head of the paper box factory, will also continue.



C. A. B. ZOOK

The equipment of the company is reported to be of the most improved kind. In fact the company even operates auxiliary plants. Thus, there is a packing box factory and a printing plant, equipped for plain and multi-color work, which are kept busy fulfilling the needs of the company.

In taking over the big company, Mr. Zook, an aggressive and enterprising business man, announces that there will be only one radical change. Speaking of this change Mr. Zook said: "The plant has always been a going concern; and this must be ascribed to the merit of its products. Satisfied customers of long years of standing kept sending in their orders without solicitation and the orders thus received were sufficient to keep the plant in operation without a single day of close down for want of orders. From now on I do not intend to permit the plant to push itself along; we are not only going to push it along, but we are going to push it ahead. With energetic salesmanship back of our goods we are going after business instead of quietly waiting for it to come to us."

Plans for the Eighth National Exposition of Chemical Industries which will be held in Grand Central Palace, New York City, from September 11 to 16, are rapidly being completed. Already over 450 exhibitors of whom 33 are of particular interest to the perfume, toilet preparations, soap and allied trades, are making plans to exhibit their products.

In connection with the exposition, meetings will be held during the week which will be addressed by prominent men in the Chemical industries. On the opening night, for example, a meeting of great interest to the

perfumers of this country will be held. Wayne B. Wheeler, counsel for the Anti-Saloon League will speak on the attitude of the Anti-Saloon League toward Industrial Alcohol. Commissioner D. H. Blair will also speak on the attitude of the Department of Internal Revenue.

It is announced that a number of interesting new products will be shown by the manufacturers of raw materials of interest to our trades. Among the exhibits of especial interest to our readers are the following:

Abbe Engineering Co., THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, American Chemical & Mfg. Corp., American Chemical Society, Armstrong Cork & Insulation Co., Bachmeier Co., Inc., Jos. Baker Sons & Perkins, Beach-Russ Co., Blackmer Rotary Pump Co., Buffalo Foundry & Machine Co., Chemists' Club, Container Club, J. H. Day Co., DeLaval Separator Co., J. P. Devine Co., Diamond State Fibre Co., Economic Machinery Co., Elyria Enameled Products Co., Edw. Ermold Co., Florasynth



PLANT OF PENNSYLVANIA SOAP CO., LANCASTER, PA.

Laboratories, Innis, Speiden & Co.; Karl Kiefer Machine Co.; Liquid Carbonic Co., Mallinckrodt Chemical Works, National Aniline & Chemical Co., Pfaudler Co., Proctor & Schwartz Co., Rhodia Chemical Co., Roessler-Hasslacher Co., Talc & Soapstone Producers Association, U. S. Industrial Chemical Co., U. S. Industrial Alcohol Co., D. Van Nostrand Co.

Illinois Glass Co., Alton, Ill., emphasizes in its attractive announcement on page 49 of this issue the effectiveness of carrying a design theme through an entire line.

George Lueders, president of George Lueders & Co., New York City, has recovered from his recent illness and is again back at his desk.

H. Gardner McKerrow has resigned from the National Aniline & Chemical Co., New York City.

Ivory Novelties Trading Co., 259 Fifth Avenue, New York City, in its initial announcement on advertising page 57 calls attention to its line of compacts, rouges and lipsticks which it offers in popular French odors.

A new set of texts of volatile oils is being prepared for the U. S. Pharmacopœia, tenth revision. These texts will be submitted to the various volatile oil companies and to the general committee for their comment. Recommendations made at a meeting of the Sub-committee of Revision held at the Philadelphia College of Pharmacy and Science, June 23, are embodied in the new set of texts now being prepared.

Ivon Harold Budd has joined the organization of Julian W. Lyon & Co., 35 Fulton Street, New York City, in the technical department. Mr. Budd was graduated from Cornell University in 1917 with the degree of Bachelor of Science after specializing in chemistry and bacteriology. He had enlisted in the Navy just prior to graduation but on account of his good record in college, the university gave him his degree. The United States had just declared war and his chemical training was put to good use in the Gunner's School where he was in charge of the shipment of TNT and the manufacture of mines. After the war, Mr. Budd joined the Antoine Chiris Co., where he was in the laboratory for two years.

While in college, Mr. Budd acquired a considerable reputation in the athletic world on account of the fact that he played for three years on the Cornell University varsity baseball team. He played in the outfield and at first base but, like Babe Ruth, he won his reputation by heavy hitting. He carried the same spirit of action into the elections at Caldwell, N. J., last Autumn where he was elected a member of the city council for a period of three years. He is the youngest member in the history of the council; and is 26 years of age. His entrance into politics was largely sponsored by J. Henry Harrison, County Prosecutor at Newark. Mr. Budd is married and has one son.

Judge Mayer on August 11 appointed Max Rockmore receiver for the Ramsdell Drug Co., dealers in drug supplies, at 763 Fifth avenue, New York City, under \$1,000 bond. It is stated the liabilities are about \$6,000 and assets about \$4,000.

Carlova, Inc., 200 Fifth avenue, New York City, has been reorganized according to an announcement of the company. William H. Loveland has retired from active participation, and E. C. Carter, as controlling stockholder, has taken over the executive management of the company and its affiliated companies, Lundborg, Inc., and the Lander Co. It is also announced that Dr. Frederick A. Marsek has joined the company as production manager at Binghamton, N. Y., where the company's laboratories are located. Carlova, Inc., owned the controlling stock in both the Lander Co. and Lundborg, Inc., and a factory was operated jointly in Binghamton. Sales, as heretofore, will be carried on under the management of Charles H. Oestreich. Under the plan of the reorganization, the Lander Co. will sell Pixie preparations to department stores. Lundborg, Inc., will continue to manufacture the old Lundborg line, which, it is announced, has been completely rejuvenated, and Carlova, Inc., will manufacture toilet preparations under private brands.

The annual outing of the staff of the London works of Stafford Allen & Sons, Ltd., took place on July 1 to Southend-on-Sea. All the departments were well represented, both from Cowper Street Works and the new works at Ardleigh Green, Essex. A nice luncheon was enjoyed, and at the end a few speeches by directors and others were given. A telegram from the staff at Long Melford was received, conveying best wishes for a successful day. At the end of the day all felt that once again the annual reunion had been a great success.

Robert Gair, head of the Robert Gair Company, paper box manufacturers, printers and lithographers, with several plants in Brooklyn and general offices at 350 Madison Avenue, Manhattan, possesses such a high reputation in New York financial circles that a bold adventurer in trying to trade on it nearly got away with \$30,000 in Liberty bonds on a telephone message and a forged check recently. A voice on the telephone purporting to be from Mr. Gair paved the way at the bankers' and the bogus check by small messenger boy soon followed. The only weak spot in the plot was the youthfulness of the messenger, which put the bankers on their guard and more telephoning quickly killed the \$30,000 robbery scheme.

Sam'l A. Foot, for many years identified with the perfume and drug industries in this territory, and who practically retired from business nearly



S. A. Foot

two years ago on account of Mrs. Foot's health, writes from their ranch near Dallas, Texas: "Mrs. Foot is now on the road to full recovery of her health. On September 1 I shall again resume an active part in S. A. Foot, Inc., merchandise brokers, 82 Beaver street, New York, and 1719 Pocahontas street, Dallas, Texas, which business since my retirement has been under the direction of McLean Long, vice president and treasurer. Until Mrs. Foot's health is fully restored I will remain at the Dallas office and Mr. Long in New York. I enclose check, renewing my subscription. I subscribe for a number of trade journals, but none contain the meaty news, like yours. To my way of thinking your publication is without a peer."

Ho-Ro-Co Mfg. Co., St. Louis, flavoring extracts and medicinal preparations, which started in small quarters in 1912, has bought a large plot of ground at Dodier street and Leffingwell avenue and will erect a commodious factory four stories high, of steel and concrete, with a floor area of 40,000 square feet and so constructed as to permit the erection of additional stories. M. G. Roth is president and T. J. Hopfinger is secretary and treasurer.

Albert G. Stillwell, president of the Stillwell Laboratories, Inc., this city, and Beatrice Carlin were married July 27. They went on an automobile trip through the Berkshires for their honeymoon.

T. Daniel, a member of the board of directors of Pauline Porter, Inc., makers of toilet preparations, New York, sailed for Europe July 11 on the steamship *King Alexander*. Mr. Daniel planned to visit several major points while in Europe and to undertake several important commissions while there. He is combining business with pleasure. Mr. Daniel also controls large retail interests.

United Drug Co., Boston, for the first half of the year, reports earned operating profits of \$2,261,070, which after depreciation, taxes and doubtful accounts, leaves a net of \$1,678,868, an increase of \$487,365, over the net earnings in the same period of last year. The company also increased its surplus \$409,034, to \$1,283,300.

NEW INCORPORATIONS

Lautz Soap Co., Inc., Buffalo, N. Y., has been incorporated with \$1,000 capital stock by these directors: A. Weber, Charles A. Finnegan and Eugene D. Hofeller.

Atlas Soap Mfg. Co., 326 River street, Chicago, Ill., soaps, toilet articles, dispensers, etc., \$10,000 capital stock, has been incorporated by William P. Atkinson, William C. Tyndall and S. F. Waterman.

Turlington Chemical Co., Baltimore, Md., soaps and chemical by-products, has been incorporated by R. A. Turlington, P. B. Briscoe and W. R. Jones.

J. J. Spooner Co., Manhattan Borough, New York City, medicinal and perfumery articles, \$60,000 capital stock, has been incorporated by J. Spooner, L. Solomon, I. H. Levy. (Attorney, J. E. Greenberg, 299 Broadway.)

American Institute of Cosmetics & Perfumery, Manhattan Borough, New York City, manufacture perfumery and toilet articles, \$10,000 capital stock, has been incorporated by R. Minor, D. H. Grant and H. Knudsen. (Attorney, O. J. Smith, 115 Broadway, New York.)

W. L. & W. Co., Inc., Brooklyn, N. Y., manufacture perfumes, hair tonics, etc., \$10,000 capital stock, has been incorporated by I. M. Weldt, 72 Graham avenue; M. M. Levey, 73 Keap street, and S. M. Wisch, 65 Lapscott street, Brooklyn.

Philo Hay Co., New York, manufacturing chemists, \$75,000 capital stock, have been incorporated by R. A. Young, D. Geer, Jr., and F. C. McKinney (Attorneys, Baldwin & Hutchins, 120 Broadway.)

Frances Owen Harvey, Laurrenton, N. Y., toilet preparations, \$5,000 capital stock, has been incorporated by H. B. Harvey, T. J. Milan, E. B. Drumm. (Attorney, R. X. Kuzmier, 52 Wall street.)

Prudent Corp., Brooklyn, N. Y., barbers' supplies, \$10,000 capital stock, has been incorporated by J. Colemba, S. Kane, B. Greenberg. (Attorney, M. Bernstein, 1779 Pitkin avenue, Brooklyn.)

Vasco Products Corp., Binghamton, N. Y., soaps and toilet preparations, \$50,000 capital stock, has been incorporated by A. H. Hodgskin, J. H. O'Brien, F. Flynn. (Attorney, J. Marcy, Jr., Binghamton.)

Little Wonder Products Co., washing compounds, \$500,000 capital stock, has been incorporated in Delaware by John J. Downey, Katherine D. Downey, H. A. McClain, Burgetts-town, Pa. (Corporation Guarantee & Trust Co.)

Decameron, Manhattan Borough, New York City, make perfumes, \$5,000 capital stock, has been incorporated by F. H. and T. J. Lewis, F. G. Delaney. (Attorney, R. Marks, 320 Broadway.)

Turner Vanilla Company, Manhattan Borough, New York City, \$50,000 capital stock, has been incorporated by T. R. and E. B. Turner, A. H. Swart. (Attorney, C. Marvin, 141 Broadway.)

Sewickley Soap Works, toilet articles, \$50,000 capital stock, has been incorporated in Delaware by Paul Wright, Norman E. Abercrombie. (R. C. Wright, Sewickley, Pa.)

La Salle Perfumeries, Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by J. and J. Shapiro, I. Leitner. (Attorneys, Marks & Marks, 358 Fifth Ave.)

Sopura Soap Products, New Rochelle, N. Y., \$250,000 capital stock, has been incorporated by R. R. Renzi, H. MacKnight, H. C. Hunter. (Attorney, W. J. Cronin, 30 Church St.)

BOOK REVIEWS

THE STORY OF DRUGS. By Henry C. Fuller, published by the Century Co., New York.

This latest publication of a well-known author—well-known to all who are engaged in the drug line—is a most creditable one. Selecting from a great variety of interesting subjects the author has chosen fourteen topics upon which he discourses in a common-sense fashion, in simple language which the layman can readily understand. Scientific terms and technical language have been studiously shunned. It is a book for the non-scientist, for the man of average education who wants to know what medicinal agents are, where they come from and what they may be reasonably expected to do. It might well be found on the seven foot shelf of the average layman. The selection of topics is fortunate: The Alcohol Question; the Dope Evil; Self-Medication; Paint, Powder and Rouge; Hay Fever; Patent Medicines, etc. They are topics which agitate the people of to-day and upon which considerable confusion and misunderstanding exists. Fuller undertakes to clarify such subjects for the lay world and succeeds admirably. There is a wealth of information in the 350 pages of which this book is made up. It will be read with pleasure and profit even by him who thinks he knows much, or everything, about medicines and drugs.

PERFUMES AND COSMETICS. By George William Askinson. Fifth Edition. Published by the Norman W. Henley Publishing Co.

This new edition of the best-known book on perfumes and cosmetics in the English language can hardly be adjudged as up-to-date. It is still the old Askinson of years ago. True, the value of the book has been enhanced by the admission in the preface that the art of perfumery has been revolutionized in late years, but that is all! There is still the same old text and there are the same old formulae. A brief chapter on synthetics, just four pages, some physical constants, and the rest is silence upon this most important phase of our art. The short chapters written by men of note, such as Eugene Charabot, W. G. Ungerer, W. A. Peters, L. J. Zollinger, H. S. Dusenbery, P. A. Fox, F. N. Langlois, W. C. Allen, F. L. Plummer, V. Vivaudou and William H. Green, present the only novelty of some value in this new addition. A pity that these chapters are so short! Would that each of the gentlemen named above did write a book out of the richness of his knowledge and experience! Then we would have a library on perfumes that would be worth while.

NOUVEAU FORMULAIRE DES PARFUMES ET DES COSMETIQUES.

By J. P. Durville. Published by the Librairie Générale Scientifique et Industrielle, Desforges, Paris, France.

The second edition of this publication follows the first one in the brief interval of two and one-half years. This fact alone testifies to the usefulness of the book. Certainly, it is complete and exhaustive. Also, it is up-to-date to a degree. The second edition does not present any marked changes when compared with the first one. No need to purchase the former if one has the latter. But it should not be missing from the manufacturer's library, for it is an all-around good book. The print and paper, however, are of comparatively poor quality.

C. P. W.

Farmers Using Motor Transport

The farmers of the United States own 2,850 automobiles and 150,000 motor trucks.

NEW PUBLICATIONS, PRICE LISTS, ETC.

AMERICAN MANUFACTURERS OF TOILET ARTICLES has issued the proceedings of the twenty-seventh annual meeting of its predecessor, the Manufacturing Perfumers' Association of the United States. There is a pamphlet of some 40 pages which gives an account of the last convention held before the change in title. The A. M. T. A. also has issued a neat folder giving the officers and membership in the reorganized association. Copies may be obtained from Frank K. Woodworth, business manager, by those entitled to procure the same.

SHIPKOFF & Co., LTD., Sofia, Bulgaria, (Antoine Chiris Co., 147 Waverly place, New York, American distributors) have sent out to the trade reports of the condition of the Bulgarian otto of rose crop and setting forth the advantages of the product derived from their acreage. In a circular ten points are enumerated, all tending to indicate the particular excellence of Shipkoff otto of rose.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 214 West 19th street, New York, American representative.—A new price list wholesale of the Allen essential oils and specialties, dated July, has just been received. It covers quotations more fully than some previous reports and will be read with interest by the trade concerned with the lines which this house has made prominent in the markets of two continents.

OWENS BOTTLE Co., Toledo, Ohio, has sent out an interesting circular to flavoring extract manufacturers telling the "Story of Bill," who forgot the old bottle moral: "Beware of the higher cost of the lower price."

ALSOPE ENGINEERING Co., 157 Water street, New York City, has sent an announcement that it has just put on the market a larger size device which, it is stated, filters three times as fast as its small machine. In describing the new device the company states that it has 78 square inches of filtering surface and a large vacuum pump is attached. The company states that it has filtered up to one gallon per minute with the new device through two layers of the finest filter paper obtainable, whereas the same liquid took four hours to go through the same paper by gravity.

INDUSTRIAL AROMATIC Co., 201 Sherman avenue, Newark, N. J., have sent out file cards listing the terpeneless oils and other products manufactured by them. The idea is quite novel and makes the information on the cards readily available in the card indices used in most offices.

LONGMANS, GREEN & Co., 55 Fifth avenue, New York, have issued a new general list of autumn books being published.

ILLINOIS GLASS Co., Alton, Ill., sends us a neat folder on "Something to Look for in the Bottle." It is not a joke, but the Diamond I, imbedded in the glass.

SCHIMMEL & Co., Brochure of views of the works, at Miltitz (near Leipzig), Germany, containing about 150 pages, 9x6½ inches, has been received by us from Fritzsche Bros., Inc., 82 Beekman street, New York City, the American agents for the company. The book is most profusely illustrated and just enough text is given to adequately describe the facilities of the company. Included in the brochure is a map showing the location and juxtaposition of the various units of the plant.

ESSENTIAL OIL Co., Trenton, New Jersey, is enclosing in its letters to customers, a timely poem, by Walter Wellman entitled "Work Ahead." The poem contains a sentiment that is very wholesome and the wide distribution of the poem is sure to be beneficial.

IN MEMORIAM FOR DEPARTED FRIENDS.

AARON, EMIL, soaps, retired, New York, August, 1912.

BARTOLD, MRS. HARRY, Chicago, August, 1920.

BISCHOFF, MICHAEL, pioneer soap manufacturer, Zanesville, Ohio, August, 1919.

BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.

BRUCK, FREDERICK WILLIAM, soap manufacturer, Pittsburgh, Pa., August, 1917.

BURTON, WASHINGTON, president of W. Burton & Co., Inc., flavoring extracts, New York, August, 1918.

FRITZSCHE, HERMAN T., of Fritzsche Brothers, New York, August, 1906.

GOLD, SOLOMON, retired soap manufacturer, Schenectady, N. Y., August, 1916.

ISERMANN, MRS. FANNIE, mother of Samuel and Max Isermann, New York, August, 1920.

KELLEY, DR. H. S., Soaps and toilet specialties, West Dennis, Mass., August, 1912.

KERKSLAGER, MILTON W., soap manufacturer, Philadelphia, August, 1913.

PEET, JESSE, soap manufacturer, one of the founders Peet Bros. Co., Kansas City, Mo., August, 1917.

ROBESON, WILLIAM B., of Antonie Chiris Co., New York, August, 1908.

SCHAEFER, EDWARD A., assistant superintendent Elizabeth factory of Morana, Inc., New York, August, 1921.

SCHLIENGER, HUBERT, Bertrand Freres, Grasse, France, August, 1910.

SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.

TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.

TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.

UNGERER, WILLIAM PHILLIP, Ungerer & Co., New York, August, 1907.

WILLIAMS, AARON W. C., Williams Soap Co., August, 1910.

Obituary Notes

F. L. Medbery, manager of the New York office of Spencer Kellogg & Sons, died July 23 of heart failure. Mr. Medbery's home was at Plainfield, N. J.

Charles E. Potts, founder of the C. E. Potts Drug Co., wholesale druggists, Wichita, Kan., died at the Virginia Hotel, Long Beach, Cal., July 30, aged sixty-seven years.

Alfred Vogeler, president of the Alfred Vogeler Drug Co., wholesale druggists of Cincinnati, Ohio, died of heart disease in his room in a Detroit hotel on August 6. He was 60 years of age and was a notable figure in the drug trade.

Dr. Jokichi Takamine, the chemist, who established in New York a research laboratory and originated adrenalin, died July 21. Dr. Takamine was born in Japan in 1854. He was a graduate of several universities and held numerous important civic offices. His wife and two sons survive.

William Scott, president of the Kiefer-Stewart Co., Indianapolis, died this month, aged 72. He was long prominent in the wholesale drug trade, not only in the Middle West but throughout the country.

PATENTS AND TRADE-MARKS

NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

Inventions Patented are designated by the letter "P."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR
(Act of Feb. 20, 1905.)

123,579.—Thomas Hubbuck & Son, Limited, London, England. (Filed Oct. 9, 1919. Under ten-year proviso.

Used since 1775.)—Perfumes, Toilet Waters, Perfume Extracts and Powders.

148,502.—Johnnie B. Matthews, New York, N. Y. (Filed June 1, 1921. Used since May 20, 1921.)—Hand Paste.

148,645.—Cell-U-Base Corporation, Dover, Del. (Filed June 4, 1921. Used since Mar. 10, 1921.)—Cleansing Preparations for the Teeth.

148,745.—Los Angeles Soap Co., Los Angeles, Cal. (Filed June 6, 1921. Used since Mar. 23, 1921.)—Laundry Soap.

150,290.—Charles Edwin Rogers, doing business as Rogers Drug Store, Geary, Okla. (Filed July 12, 1921. Used since Oct. 1, 1906.)—Foot Powder.

151,186.—Masco Drug Company, doing business as Masco Laboratories, Boston, Mass. (Filed July 30, 1921. Used since Aug. 20, 1920.)—Zinc-Stearate, Cold Cream, Hair-Color Restorer, Egyptian Henna Hair Shampoo, Glycerin and Rose Water, Foot Powder and Powdered Henna.

151,954.—Midland Chemical Laboratories, Inc., Dubuque, Iowa. (Filed Aug. 19, 1921. Used since Oct. 23, 1917.)—Liquid Soap, Soft Soap, Automobile Soap, Surgical Soap, Scrubbing Compound, Potash Cleaning Compound for General Cleaning and Scrubbing Purposes.

152,912.—The Cudahy Packing Company, Chicago, Ill. (Filed Sept. 14, 1921. Used since December, 1903.)—Soap.

156,953.—A. Bourjois & Co., Inc., New York, N. Y. (Filed Dec. 20, 1921. Used since Aug. 12, 1907.)—Toilet Powder, Perfumes sold as Extracts, Toilet Water and Lotions, Sachet Powder and Sachets.

- 157,927.—Kabushiki Kaisha Hirao Sampei Shoten, Tokyo, Japan. (Filed Jan. 14, 1922. Used since January, 1921.)—Cosmetic Preparations—Namely, Face Powder, Cream, Pomade, and Wash Powder; A White Powder Used in Toilet to Make the Skin Clean and White, Perfumed Water and Dentifrice.
- 157,999.—Josephine Kostitch, Denver, Colo. (Filed Jan. 16, 1922. Used since Dec. 31, 1899.)—Lotion or Cream for the Skin.
- 158,841.—The R. I. Watkins Company, Cleveland, Ohio. (Filed Feb. 3, 1922. Used since October, 1921.)—A Preparation for Improving the Appearance and Facilitating the Dressing of the Hair.
- 159,315.—Ho-Ro-Co Manufacturing Company, St. Louis Mo. (Filed Feb. 14, 1922. Used since about June 1, 1914.)—Food-Flavoring Extracts (Alcoholic) Food-Flavoring Extracts (Non-alcoholic).
- 159,334.—The Auld Acquaintance Co., Grand Rapids, Mich. (Filed Feb. 15, 1922. Used since Jan. 11, 1922.)—Toilet and Pharmaceutical Preparations—Namely, Talcum Powder, Tooth Paste, Hair Tonic, Face Powder, Cream Lotion, Cold Cream, and Vanishing Cream.
- 159,535.—Solar Electric Company, Chicago, Ill. (Filed Feb. 18, 1922. Used since on or about May 12, 1921.)—Soap.
- 159,659.—Kendall Products Corporation, New York, N. Y. (Filed Feb. 21, 1922. Used since Jan. 26, 1922.)—Detergent Preparations—Namely, Soap Products.
- 159,691.—The B. & P. Company, Cleveland, Ohio. (Filed Feb. 23, 1922. Used since about Jan. 27, 1922.)—Preparation for Preventing Perspiration and for Removing the Odor thereof.
- 159,726.—Michael P. Smith, doing business as Victory Manufacturing Co., Boston, Mass. (Filed Feb. 23, 1922. Used since about Feb. 13, 1922.)—Hair Grower and Hair Tonic.
- 160,112.—Crofts & Reed Co., Chicago, Ill. (Filed Mar. 3, 1922. Used since September, 1921.)—Toilet Soaps.
- 160,141.—John H. Krumrein, doing business as Petsy Manufacturing Company, Baltimore, Md. (Filed Mar. 3, 1922. Used since Jan. 25, 1922.)—Hair Restorer.
- 160,457.—Hattie V. Adams, doing business as Azulikit Mfg. Co., Chicago, Ill. (Filed Mar. 10, 1922. Used since December, 1920.)—Hair Tonic and Hair Pomade.
- 160,473.—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Used since 1914.)—Brilliantine.
- 160,798.—Pauline L. Diver, doing business as Marvel Specialties Company, New York, N. Y. (Filed Mar. 17, 1922. Used since Jan. 7, 1917.)—Hair Pomades.
- 161,038.—George W. Dunleavy, Cambridge, Mass. (Filed Mar. 22, 1922. Used since Mar. 10, 1922.)—Hair Tonics.
- 161,079.—George W. Wilson, doing business as the Wilson Chemical Company, Tyrone, Pa. (Filed Mar. 22, 1922. Used since 1914.)—Face Cream.
- 161,206.—The M. Schaffer Company, Philadelphia, Pa. (Filed Mar. 24, 1922. Used since on or about Mar. 1, 1911.)—Tonic for Scalp and Hair.
- 161,208.—The M. Shaffer Company, Philadelphia, Pa. (Filed March 24, 1922. Used since or about May 16, 1915.)—Hair tonic.
- 161,288.—United States Dental Specialty Co., San Francisco, Cal. (Filed Mar. 25, 1922. Used since Nov. 15, 1921.)—Tooth Paste.
- 161,344.—Joseph M. Aboussleman, doing business as Youth-Ami Laboratories, New York, N. Y. (Filed Mar. 28, 1922. Used since Mar. 15, 1922.)—Toilet Preparations—viz, Liquid Skin Peel and Hair Tonic.
- 161,453.—Rogers Brothers, New York, N. Y. (Filed Mar. 29, 1922. Used since July 15, 1920.)—Face Powder, Talc Powder, Almond Lotion, Cold Cream, Vanishing Cream, Massage Cream, Dental Cream, Lip Stick, Rouge, Hair Tonic, Hair Shampoo and Hair Dye.
- 161,489.—Louis Lucas Company, Jamestown, N. Y. (Filed Mar. 30, 1922. Used since Dec. 1, 1921.)—Aromatic Incense.
- 161,562.—Isadore A. Miller, doing business as Prudent Chemical Co., Los Angeles, Cal. (Filed Mar. 31, 1922. Used since May, 1920.)—Antiseptic Mouth Wash, Hair Tonic, and Face Powder.
- 161,618.—Cheramy, Inc., New York, N. Y. (Filed Apr. 1, 1922. Used since Feb. 14, 1922.)—Perfumes, Toilet Waters, Face Powder, Talcum Powder, Sachet, Cold Cream, Brilliantine, Rouge, and Face Cream.
- 161,654.—John T. Stanley Co., Inc., New York, N. Y. (Filed Apr. 1, 1922. Used since Feb. 1, 1922.)—Oil Soap.
- 161,775.—Hancock-Smiths, Incorporated, Baltimore, Md. (Filed Apr. 5, 1922. Used since Feb. 7, 1922.)—Liquid Antiseptic and Mouth Wash.
- 161,841.—Lay Rite Laboratory, St. Louis, Mo. (Filed Apr. 6, 1922. Used since Dec. 1, 1921.)—Face Powder and Perfumes.
- 161,896.—Orrseamies S. Rimer, doing business as Sweetol Company, Dayton, Ohio. (Filed Apr. 7, 1922. Used since Apr. 1, 1921.)—Powder Preparation for Use as a Body Deodorant.
- 161,940.—R. Odell & Sons Company, Newark, N. J. (Filed Apr. 8, 1922. Used since Sept. 15, 1921.)—Liquid Preparations for Controlling Stubborn Hair.
- 161,946.—Gertrude I. Sampson, doing business as Amber-crude Products Co., Philadelphia, Pa. (Filed Apr. 8, 1922. Used since about Nov. 4, 1921.)—Preparation for the Treatment of the Hair and Scalp.
- 161,974.—Joseph Henry Calisher, doing business as The Angelus Powder Puff Co., New York, N. Y. (Filed Apr. 10, 1922. Used since Feb. 1, 1922.)—Powder Puffs of all Descriptions.
- 162,000.—George T. Hastings, doing business as The G. T. Hastings Company and The Snowite Laboratories, New York, N. Y. (Filed Apr. 10, 1922. Used since Mar. 27, 1922.)—Perfume, Face Powder, Rouge, Talcum, Lip Sticks, Camphor-Ice Sticks, Powder Compacts, Rouge Compacts, Day Cream (Vanishing), Cold Cream.
- 162,001.—George T. Hastings, doing business as The G. T. Hastings Company and The Snowite Laboratories, New York, N. Y. (Filed Apr. 10, 1922. Used since Mar. 27, 1922.)—Perfume, Face Powder, Rouge, Talcum, Lip Sticks, Camphor-Ice Sticks, Powder Compacts, Rouge Compacts, Day Cream (Vanishing), Cold Cream.
- 162,032.—Misner Manufacturing Co., Detroit, Mich. (Filed Apr. 10, 1922. Used since Nov. 15, 1921.)—Toilet Specialties—viz, Face Creams, Toilet Waters, Shampoo, and Hair Tonics.
- 162,225.—Mae Edna Wilder, Rochester, N. Y. (Filed Apr. 12, 1922. Used since Feb. 28, 1922.)—Face Cream.
- 162,343.—Koken Companies, St. Louis, Mo. (Filed Apr. 15, 1922. Used since Apr. 1, 1922.)—Preparation for the Hair.
- 162,344.—La Tulle Herb Co., Los Angeles, Cal. (Filed Apr. 15, 1922. Used since Dec. 6, 1921.)—Lotion for Darkening Gray Hair, Facial Creams, Toilet Lotions, Obesity Tablets, Depilatory in the Form of Powder, and Liquid Hair Tonics.
- 162,359.—James R. Saunders, Chicago, Ill. (Filed Apr. 15, 1922. Used since on or about Feb. 1, 1922.)—Soap.
- 162,590.—Standard Oil Company, (Incorporated in New Jersey) Bayonne, N. J. (Filed Apr. 19, 1922. Used since Apr. 4, 1922.)—White Mineral Oil Primarily Used in the Preparation of Cold Creams.
- 162,642.—Oxzyzn Company, New York, N. Y. (Filed Apr. 20, 1922. Used since Oct. 22, 1921.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishers, Deodorizing Preparations, and Sachet Powders.
- 162,663.—John Borell, New York, N. Y. (Filed Apr. 21, 1922. Used since Nov. 1, 1921.)—Hair Tonic and Restorer.
- 162,687.—Maurice Levy, New York, N. Y. (Filed Apr. 21, 1922. Used since about Apr. 1, 1922.)—Rouge.
- 162,709.—Adolph Schwarzbart, New York, N. Y. (Filed Apr. 21, 1922. Used since about the middle of October, 1921.)—Bath Tablets and Odorizers.
- 162,719.—Henry Nathaniel Creger, doing business as Red Gum Products Co., San Francisco, Cal. (Filed Apr. 22, 1922. Used since July, 1915.)—Dental Preparations—viz, Tooth Paste and Mouth Wash.
- 162,727.—Tony Esposito, Los Angeles, Cal. (Filed Apr. 22, 1922. Used since Apr. 1, 1922.)—Preparation for the Hair to Promote the Growth thereof and as a Cure for Dandruff.
- 162,734.—Frances M. Griffith, Rochester, N. Y. (Filed Apr. 22, 1922. Used since Dec. 30, 1921.)—Face Powders and Creams, Rouges, Skin and Toilet Waters, Bath Salts, Hand Lotions, and Tooth Pastes.
- 162,767.—Pacific Chemical Company, Los Angeles, Cal. (Filed Apr. 22, 1922. Used since Jan. 28, 1922.)—Hand Soap.
- 162,774.—Albert H. Schmidt, Chicago, Ill. (Filed Apr. 22, 1922. Used since Oct. 16, 1916.)—Cleansing Cream.

162,868.—Arno M. Bommer, doing business as Avosal Co.,
Revere, Mass. (Filed Apr. 25, 1922. Used since August,
1921.)—Tooth Paste.
162,899.—Standard Oil Company, of New York, New
York, N. Y. (Filed Apr. 25, 1922. Used since Feb. 26,
1908.)—Soap.
162,907.—Stewart & Holmes Drug Co., Seattle, Wash.
(Filed Apr. 25, 1922. Used since Jan. 1, 1908.)—Toilet,
Laundry and Dry-Cleaning Soap, Razor Straps, Liquid
Preparations for Cleaning Cloth, and Metal Polish.
162,928.—William H. Johnson, Garden City, N. Y., as-
signor to The Tin Decorating Company of Baltimore, Balti-
more, Md., a Corporation of New Jersey. (Filed Apr. 26,
1922. Used since Apr. 21, 1922.)—Soaps, Shaving Soaps
in Solid, Paste, and Liquid Form; Shaving Creams Used
Before Shaving; Metal Polish in Solid, Paste, and Liquid
Form; Glass Polish in Solid, Paste, and Liquid Form; Shoe
Polish in Solid, Paste, and Liquid Form, and Washing
Powder.
163,228.—Mulhens & Kropff, Incorporated, New York,
N. Y. (Filed May 2, 1922. Used since March, 1922.)—
Toilet Soaps.
163,241.—United Fruit Company, Boston, Mass. (Filed
May 2, 1922. Used since Apr. 19, 1922.)—Soap—Namely,
Common Soap, Laundry Soap, Toilet Soap, and Bar Soap.
163,244.—United Fruit Company, Boston, Mass. (Filed
May 2, 1922. Used since Apr. 19, 1922.)—Soap, Common
Soap, Laundry Soap, Toilet Soap and Bar Soap.
163,246.—United Fruit Company, Boston, Mass. (Filed
May 2, 1922. Used since Apr. 19, 1922.)—Soap, Common
Soap, Laundry Soap, Toilet Soap and Bar Soap.
163,414.—Royal Lemon Products Co., St. Paul, Minn.
(Filed May 5, 1922. Used since June 15, 1916.)—Washing
Powders.
163,937.—Abraham Mell, New York, N. Y. (Filed May
16, 1922. Used since Mar. 9, 1922.)—Hair Tonic.
164,425.—S. Glemby's Sons Co., Inc., New York, N. Y.
(Filed May 24, 1922. Used since May 5, 1922.)—Powder
Puffs.
165,135.—Aurora Q. Hodgson, New York, N. Y. (Filed
June 7, 1922. Used since Mar. 25, 1922.)—Powder Puffs of
Wool Yarn Crocheted.

TRADE-MARK REGISTRATIONS GRANTED

(Act of Mar. 19, 1920)

157,256.—James J. Bradley, New York, N. Y. (Filed Mar.
23, 1922. Serial No. 161,106. Used since about May, 1913.)—
Toilet Soap.
157,266.—F. Hoyt & Co., Philadelphia, Pa. (Filed Jan.
21, 1922. Serial No. 158,235. Used since about Apr. 1,
1918.)—Cologne Water.
157,277.—Michel Pasquier, New York, N. Y. (Filed Dec.
27, 1921. Serial No. 157,170. Used since August, 1913.)—
Cold Creams, Face Powders, Eyebrow Pencils, Vanishing
Creams, Perfumes, Toilet Waters, Sachet Powders, Rouges,
Lip Sticks, Talcum Powders, Mouth Washes, Shampoo
Preparations, Liquid Dressing for the Hair of the Brillian-
tine Type, Massage Creams, Dentifrices and Pomades.
157,294.—William W. Waddell, Chicago, Ill. (Filed Feb.
13, 1922. Serial No. 159,302. Used since on or about Dec.
15, 1911.)—Soap.
157,297.—Robert L. Wilson, Tyler, Texas. (Filed Feb.
20, 1922. Serial No. 159,641. Used since about June 1,
1910.)—Washing Powder.
157,429.—Louis Philippe, Inc., New York, N. Y. (Filed
Apr. 5, 1922. Serial No. 161,791. Used since February,
1921.)—Face Creams.
157,431.—Pond's Extract Company, New York, N. Y.
(Filed Apr. 14, 1922. Serial No. 162,311. Used since
September, 1907.)—Cold Cream.
157,443.—William Zimmerman, Cedar Rapids, Iowa. (Filed
July 12, 1921. Serial No. 150,300. Used since May 1,
1921.)—Shampoo for Hair and Scalp.

Finds It a Great Help in Many Ways.

(From L. H. Young, Cleveland, O.)

We find THE AMERICAN PERFUMER a great help in many ways.

PATENTS GRANTED

1,422,981.—Vanity Box. Frank S. Hyatt, Brooklyn, N. Y.
Filed Mar. 16, 1921. Serial No. 452,692. 3 Claims. (Cl.
132—83.)

3. In a vanity box, the combination with the box, of a
mirror and a corrugated spring wire adapted to press against
the inner surface of the side walls of the box by some of its
corrugations so as to be retained in frictional engagement
therein and to engage by other corrugations upon the outer
or visible surface of said mirror to hold the same in place
in said box.

1,423,079.—Vanity Case. Oswald J. Cathcart, Newburgh,
N. Y. Filed Feb. 1, 1922. Serial No. 533,350. 7 Claims.
(Cl. 132—83.)

6. A vanity case comprising a main body member, and
a main cover member hinged thereto, and forming the
powder compartment, one of said members being provided
with an aperture in its face, a rouge container of smaller
diameter than the main body members, located within said
apertured member, and in operative relation thereto, and
having its outer edges substantially flush with the surface
of said main member, and an independent cover member for
the rouge container, comprising a flat metal plate pivoted to
the apertured body member at one side of the aperture
therein, and adapted to close said aperture and the rouge
container when in closed position, a mirror supported on the
interior of the main cover member, a powder puff located
within said main body and cover members, a rouge puff of
smaller diameter than the powder puff located in the rouge
container, and a mirror carried on the interior of the cover
for the rouge container.

1,424,243.—Dispensing Tube and Closure Therefor and
Method of Joining Same. Frederick L. Fox, Washington,
D. C. Filed Oct. 20, 1920. Serial No. 418,153. 16 Claims.
(Cl. 221—60.)

1. The combination with an exteriorly threaded spout, of
a closure, interiorly threaded near its open end and screwed
on the spout and provided with a recessed side wall beyond
the threaded portion and also provided with means to dis-
place a portion of the spot and thereby effect attachment of
the closure to the spout incident to the initial threaded
connection of the closure to and on the spout.

1,425,138.—Toilet Article. William Herbert Roystone,
New York, N. Y. Filed Dec. 8, 1921. Serial No. 520,793.
3 Claims. (Cl. 132—82.)

1. In a toilet article, a frame for carrying two compacts
of face powder, rouge or the like, back-to-back in abutting
relation, said frame comprising a ring or sleeve cooperable
with the compacts to surround and support the periphery
thereof, and a cover for each end of the ring or sleeve.

1,425,490.—Vanity-Case Partition. William G. Kendall,
Newark, N. J. Filed Dec. 1, 1920. Serial No. 427,583. 2
Claims. (Cl. 132—83.)

1. A vanity case partition comprising a base and an up-
standing partition portion, the latter of two-ply form, and
rests at the ends of the said upstanding partition portion
comprising tongue parts folded back against the outer faces
of the plies of said portion and above the upper edge of the
portion being extended outwardly and upwardly in opposite
directions.

AUSTRALIA'S PATENT LAW CHANGED

Recent advices give the following information about the
Australian Commonwealth Patents Act, 1921, which was
passed on December 15, 1921, and amends the act of 1903-
1909:

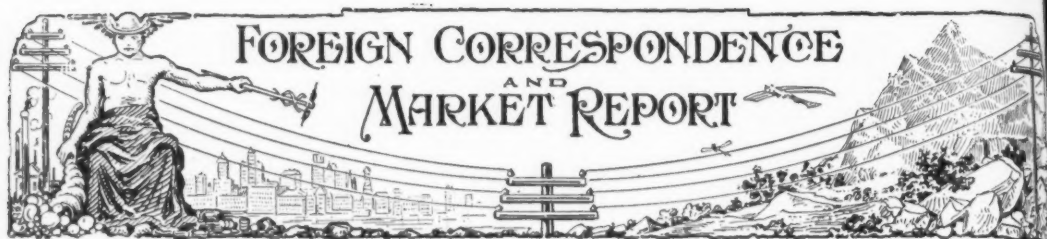
By applying the principal act to the Territory of New
Guinea from a date to be fixed by proclamation;

By extending the term of patents from 14 to 16 years;

By providing for prolongation of the term of a patent
on application made to the court by way of originating sum-
mons where loss or damage has been caused through the
war;

By limiting the maximum periods for which the term of
a patent may be prolonged to 5 and 10 years; and

By providing that applications for patents under the Inter-
national Convention may be made either by the foreign ap-
licants or their legal representatives or assignees.



DUTCH EAST INDIES

JAVA PRODUCTS ON EXHIBITION.—The third annual fair of the Netherlands Indian Government at Bandoeng, Java, Dutch East Indies, will be held September 18 to October 8. Bandoeng is practically in the center of the island of Java, where the climate is cool and the Fair attracts merchants from Batavia, Sourabaya and Samarang, within a day's journey. The exhibits include cinchona bark, products of the mines, forests and fisheries, machinery, agricultural materials, sugar, spices, gums and natural dyes.

ENGLAND

NEW COMPANIES.—The following have been chartered: Essential Products, Ltd.—£100 capital. Manufacture and deal in toilet preparations, soaps, creams, perfumes, etc. E. C. Craven, H. J. Otter, and W. J. Seamer, 59 Southern Road, Plaistow, London, E.13.

Pripp de Brun & Co., Ltd.—£1,000 capital. Perfumes scents, eau-de-cologne, soaps, face creams and powders and toilet requisites of all kinds. Mrs. V. E. E. Carling (chairman), Ingeborg Pripp, and Anna de Brun. Grant, McLean & Spink, 22 Surrey street, London, W.C.2.

INDIA

PERFUMERY AND ESSENCES.—The British Senior Trade Commissioner in India has written to the Department of Overseas Trade, regarding the demand for perfumery and essences in that country as follows: "The principal perfumes for which there is a demand in India are the leading British manufactures, such as otto of rose, white rose, lavender water, etc., and there is also a good demand for French perfumery among the European population; but the latter perfumes, such as eau-de-cologne, etc., are on sale in London at a much cheaper price than procurable in India. There is a fair demand for Japanese perfumery from the higher class Indian and Eurasian population in India. I have made local inquiries regarding the principal sources of supply of essences, and it appears that practically the whole demand is met by the United Kingdom and that there is a ready sale for well-known British brands, while there is also a certain demand for French flavoring essences which are used in the preparation of icing and confectionery; but these essences are imported direct by the leading confectioners and are not on sale on this market. The consensus of local opinion points to the fact that both perfumes and essences of British origin meet with practically no competition from other countries."

ITALY

PERFUMERY INDUSTRY.—A meeting was recently held in Rome, attended by representatives of the leading Italian
(Continued on page 280)

THE MARKET

Essential Oils, Aromatic Chemicals, Etc.

Despite the irregularity of trade and industry, due to industrial disorganization resulting from the coal and rail strikes, the essential oil lines generally have taken on a much brighter aspect. Prices are gradually working higher under an expanding volume of sales and the development of unexpected spot shortages. Reports from Washington that a genuine effort is being made to dispose of the tariff bill within the next thirty days has injected more confidence into the general situation.

Seasonable products have met the best demand during the period under review, and in this category the sharp jump in oil of citronella to 77 @ 80 cents a pound has perhaps stood out most conspicuously. The worst mosquito year in history has brought widespread demand from the makers of mosquito dopes. The advent of high prices for citronella brought out the usual amount of resale material, but it is not expected that afloat goods can arrive here in sufficient volume to break the market much before the end of September. By that time the demand will no doubt have subsided. Meanwhile Java citronella has gone up substantially in sympathy with the Ceylon oil.

Leading flower oils have given a better account of themselves. Cables from seats of production for African geranium oil report that a strong syndicate has taken hold of the product and advanced the price to around 225 francs per kilo. It is known that a drought in this particular part of the world has produced a small crop of geranium and distillation has accordingly been restricted. Palma rosa, another geranium product, shows considerable more life. There has been a moderate recovery of prices for lavender oils, with prices for desirable quality ranging from \$4.25 to \$4.50 a pound, with some importers quoting genuine grades of Bourbon lavender as high as \$6 a pound minimum. A leading grade of otto of rose has been reduced to \$7.20 an ounce, with other grades offering at \$6.50 to \$7.50 an ounce. Competition between sellers of Bourbon vetiver oil has been somewhat keener, with offerings reported as low as \$4.75 @ \$5 a pound. Both grades of ylang-ylang are \$3 lower.

With the advent of higher prices for new crop cloves there has been a sharp uplift in the prices of the essential oil derived from this base and leading sellers are generally asking \$2.25 a pound. This situation may only prove temporary, as the spice has been purchased at as low as 16½ cents a pound and in comparatively large quantities at that. Scarcity appears in celery, which has gone up fully \$2 to \$12 a pound. Cinnamon, on the other hand, has declined to the extent of \$2, while tansy has recovered fully \$1 of its previous loss.

The probability of materially higher prices for thymol crystals at an early date is forecast in private advices from Malaga, Spain, to the general effect that, owing to the prolonged drought in producing sections of Spain last Spring, the thyme crop has been an utter failure. The advices em-

(Continued on page 280)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per lb....	\$5.00-	\$5.50
Almond, S. P. A....	5.50-	5.75
Almond, F. F. C. "art"....	1.70-	1.90
Almond, Sweet True....	.48-	.55
Almond, Peach Kernel....	.25-	.29
Amber, crude.....	1.15-	
Amber, Rectified.....	1.40-	1.50
Amryris balsamifera.....	4.50-	
Anise, "lead free U. S. P."....	.65-	
Aspic (spike) Spanish....	.95-	1.20
French.....	1.25-	1.50
Bay, Porto Rico.....	3.00-	3.50
West Indies.....	2.60-	
Bergamot, 35-36 per cent....	3.75-	4.50
Birch sweet N. C.....	2.50-	3.25
Penn. and Conn.....	4.00-	
Birchar, Crude.....	2.25-	
Birchar, Rectified.....	3.25-	
Bois de Rose, Femelle....	3.50-	
Cade, U. S. P. "IX".....	.55-	
Cajeput, Native.....	.75-	
Calamus.....	10.00-	
Camphor, Jap. "white"....	.22-	.25
Cananga, Java.....	3.00-	
Cananga, Java, Rectified....	4.00-	4.25
Caraway Seed.....	3.75-	
Cardamon, Ceylon.....	13.00-	20.00
Carvol.....	5.00-	6.00
Cassia, Redistilled, U. S. P....	1.90-	2.00
Cedar Leaf.....	.90-	1.00
Cedar Wood.....	.28-	.31
Celery.....	12.00-	
Cinnamon, Ceylon.....	15.50-	
Citronella, Ceylon.....	.77-	.85
Citronella, Java.....	.80-	.85
Cloves, Bourbon.....	2.25-	2.40
Cloves, Zanzibar.....	2.00-	2.25
Copaiba.....	.45-	.50
Coriander.....	12.00-	12.50
Croton.....	1.15-	
Cubebs.....	6.75-	7.00
Cumin.....	7.50-	7.75
Dillseed.....	4.25-	
Erigeron.....	1.85-	
Eucalyptus, Aus. 70%....	.39-	.44
Fennel, Sweet.....	1.65-	1.75
Geranium, Rose Algerian....	9.75-	10.00
Geranium, Bourbon.....	6.00-	7.00
Geranium, Turkish (palma rosa).....	4.50-	
Ginger.....	5.75-	6.50
Gingergrass.....	3.25-	
Guaiac (Wood).....	5.25-	5.50
Hemlock.....	1.20-	
Juniper Berries, Rectified....	2.25-	2.50
Lavender English.....	.32-	32.00
Lavender, U. S. P. "IX"....	3.50-	4.25
Lavender, U. S. P. "VIII"....	3.00-	
Lemon.....	.75-	.80
Lemon "Calif".....	.70-	.75
Lemongrass.....	1.00-	
Limes, distilled.....	.60-	.75
Limes, expressed.....	3.10-	3.25
Linaloe.....	3.25-	
Mace, distilled.....	1.05-	
Mirbane.....	.14-	.16
Mustard, genuine.....	24.00-	
Mustard, artificial.....	3.40-	3.50
Neroli, Bigarade, Petale Extra.....	230.00-	300.00
Neroli, Petale.....	135.00-	
Neroli, Bigarade.....	120.00-	
Nutmeg.....	1.15-	1.20

Opoponax.....	28.00-	
Orange, bitter.....	2.15	
Orange, sweet, West Indies	2.60	
Orange, sweet, Italian....	2.75-	3.25
Orange, "Calif".....	3.10-	3.25
Origanum, imitation.....	.25-	.40
Orris Root, concrete, foreign.....	5.25-	5.50
Orris Root, concrete, domestic.....	4.50-	
Orris Root, absolute (oz.)	57.00-	
Parsley.....	3.50-	
Patchouly.....	10.00-	
Pennyroyal, American.....	2.15-	2.40
Pennyroyal, French.....	1.35-	1.50
Peppermint.....	3.00-	3.25
Peppermint, redistilled....	3.50-	nom'l
Petit Grain, So. American	2.00-	2.25
Petit Grain, French.....	8.00-	10.00
Pimento.....	2.10-	
Pine Needles, from Pinus Sylvestris.....	2.10-	
Rose, Bulgaria..... (oz.)	8.00-	10.00
Rosemary, French..... (lb.)	.70-	
Rosemary, Spanish.....	.50-	.55
Rue.....	4.00-	
Sage.....	4.75-	
Sandalwood, East India....	7.10-	7.25
Sassafras, artificial.....	.45-	.47
Sassafras, natural.....	.85-	1.00
Savin, French.....	3.80-	4.00
Snake Root.....	17.50-	
Spearmint.....	3.25-	3.50
Spruce.....	1.20-	
Tansy.....	12.00-	
Thyme, French, red.....	1.20-	1.25
Thyme, French, white.....	1.40-	
Thyme, Spanish, red.....	1.25-	1.40
Vetivert, Bourbon.....	6.00-	
East India.....	30.00-	
Wintergreen, Southern....	4.75-	
Pennsylvania.....	6.75-	
Wormseed.....	2.50-	
Wormwood.....	12.00-	12.25
Ylang-Ylang, Manila.....	35.00-	
Ylang-Ylang, Bourbon.....	8.50-	

DERIVATIVES AND CHEMICALS

Acetophone.....	4.75-	
Amyl Salicylate, dom.....	1.05-	1.40
Amyl Salicylate, foreign....	1.05-	
Anethol.....	1.60-	1.75
Anisic Aldehyde, foreign....	4.25-	4.75
Domestic.....	4.25-	4.50
Benzaldehyde, dom. U.S.P.	1.45-	
Benzaldehyde, F. F. C. domestic.....	1.90-	2.25
Benzyl Acetate, domestic....	1.25-	
Benzyl Acetate, foreign....	1.25-	
Benzyl Alcohol.....	1.00-	
Benzyl Benzoate.....	1.40-	
Borneol.....	3.50-	
Bornylacetate.....	4.25-	
Bromstyrol.....	4.75-	
Carvol.....	6.00-	
Cinnamic Acid.....	3.25-	3.50
Cinnamic Alcohol "Solid"....	18.00-	14.00
Cinnamic Aldehyde.....	4.75-	
Citral C. P.....	3.00-	
Citronellol, domestic.....	12.00-	
Citronellol, foreign.....	12.00-	
Cumarin, natural.....	15.00-	
Cumarin, artificial domestic	3.50-	3.75
Cumarin, artificial, foreign	2.25-	2.50
Diphenylmethane.....	2.25-	2.50

Diphenyloxide.....	.75-	1.25
Ethyl Cinnamate.....	5.50-	
Eucalyptol.....	.80-	
Eugenol.....	3.75-	3.85
Geraniol, domestic.....	3.25-	4.00
Geraniol, foreign.....	3.25-	
Geranyl-Acetate.....	5.50-	
Heliotropin, domestic.....	2.60-	
Indol, C. P..... (oz.)	9.00-	
Iso-Butyl-Salicylate.....	nominal	
Linalool.....	4.50-	5.50
Linalyl Acetate.....	10.00-	
Linalyl Benzoate.....	nominal	
Methyl Anthranilate.....	4.00-	
Methyl Cinnamate.....	5.00-	5.50
Methyl Heptenone.....	9.00-	
Methyl Heptene Carbon....	45.00-	50.00
Methyl Paracresol.....	12.50-	15.00
Methyl Salicylate.....	.37-	.40
Musk Ambrette.....	14.00-	
Musk Ketone.....	10.00-	
Musk Xylene.....	2.75-	
Nonylic Alcohol.....	nominal	
Phenylacetaldehyde.....	7.25-	7.75
Phenylethyl Alcohol.....	6.50-	
Phenylacetic Acid.....	3.00-	
Rhodinol, domestic.....	18.00-	
Rhodinol, foreign.....	18.00-	
Safrol.....	.60-	.65
Skatol, C. P..... (oz.)	57.00-	
Terpineol, C. P., domestic....	.50-	
Terpineol, C. P., imported	.50-	
Terpinyl Acetate.....	1.60-	1.75
Thymol.....	4.50-	
Violet, artificial.....	8.00-	17.00
Vanillin.....	.43-	.45

BEANS

Tonka Beans, Para.....	.95-	1.00
Tonka Beans, Angostura....	1.75-	2.00
Vanilla Beans, Mexican....	10.50-	15.00
Vanilla Beans, cut.....	7.25-	
Vanilla Beans, Bourbon whole.....	2.50-	3.25
Vanilla Beans, Bourbon cut.....	2.50-	3.25
Vanilla Beans, Tahiti yellow label.....	2.25-	
White label.....	2.50-	

SUNDRIES

Alcohol cologne spirits gal-lon.....	4.75-	4.90
*Ambergris, black... (oz.)	8.00-	12.00
Ambergris, gray.....	28.00-	
Chalk, precipitated.....	.03-	.05
Civet horns..... (oz.)	3.00-	
Lanolin hydrous.....	.14-	.18
Lanolin anhydrous.....	.17-	.22
Menthol.....	6.25-	6.50
Musk, Cab., pods.... (oz.)	nominal	
Musk, Cab., grains—(oz.)	nominal	
Musk, Tonquin, grains (oz.)	38.00-	40.00
Musk, Tonquin, pods. (oz.)	25.00-	26.00
Orris Root, Florentine, whole.....	.09-	.10
Orris Root powdered and gran.....	.12-	.13
Rice Starch.....	.12-	.16
Talc, Italian..... (ton)	45.00-	60.00
Talc, French..... (ton)	22.50-	50.00
Talc, domestic..... (ton)	18.00-	40.00

*Nominal.

THE MARKET

(Continued from page 278)

phasize the fact that this year's crop of Spanish thyme oil will be exceedingly small and moreover the quality of thyme oil from which thymol crystals are extracted is especially small. Other Spanish oils which are consumed in the United States, such as rosemary, spike, pennyroyal and sweet orange, are also affected to some extent by the unfavorable weather conditions which have prevailed in Spain.

Such readjustments as have come under review in the market for citrus oils have generally been downward. Buying has been about up to a seasonable average, with offers of bitter orange at \$2.15, sweet West Indian at \$2.60, sweet Italian orange at \$2.75 and sweet California orange at around \$3.10 to \$3.25. Prospects of higher duties both for orange and lemon which will probably be assessed at 30 per cent ad valorem has brought out a waiting policy on the part of holders, although Sicilian lemon can now be had for around 75 cents, with California grades posted at about 70 to 75 cents a pound.

The feature in domestic essential oil products has been the strength shown in oil of peppermint in the country with sellers showing the usual reluctance to part with new crop until yields have been definitely ascertained. Peppermint has been underproduced in several sections of the country and a preliminary report of the output received from one authority was that there would be a falling off of 50 per cent, as compared with a year ago. This led to a price flurry, which resulted in sales at as high as \$3 @ \$3.25 a pound. Primary markets on wormseed oil have also started to recover and \$2.25 @ \$2.35 is now the nominal asking price.

Aromatic Chemicals

In line with predictions Government stocks of U. S. P. phenol have been practically cleaned up and nothing more is available from this source. The changed position of carbolic acid has influenced a sharp upward movement in salicylates, leading producers announcing an advance of 4 cents a pound in methyl salicylate to 41 cents a pound, while other salicylates were proportionately higher, salicylic acid being held at 29 cents and sodium salicylate at 36 cents a pound. Other phenol derivatives and base products from which aromatic chemicals are derived are beginning to show signs of becoming decidedly scarce, with difficulty reported in the matter of securing supplies of benzol, toluol and xylol.

The extract trade continues to buy coumarin and vanillin in decidedly satisfactory quantities and both of these items reflect a firm tone, with the former held at \$3.25 @ \$3.75 and vanillin at 43 cents for 5,000-ounce lots, with 45 cents named for smaller quantities. Makers are quoting \$1.40 for amyl salicylate; \$4.50 for anisic aldehyde; \$1.60 to \$2.25 for benzaldehyde; \$6 for carvol; \$3.75 for eugenol; \$3.75 for geraniol; \$1.05 for amyl-salicylate; \$1.75 for anethol; 15 cents lower for benzyl-acetate; 75 cents lower for benzyl alcohol; \$4 a pound lower for cinnamic alcohol "solid"; 15 cents lower for diphenyloxide; 15 cents less for domestic heliotropin; 25 cents under for linalool; 15 cents less for terpinyl acetate, and \$2 under the schedule for imported rhodinol.

Natural Perfumery Products

Natural coumarin appears in decidedly tight position, with spot goods commanding \$15, which contrasts with \$3.50, the price named for the artificial variety. Supplies of natural musk appear to be down to small proportions, with no additional offers of pods or grain musks available. Civet in horns has gone up 15 cents and is now held at \$3 an ounce minimum. After weeks of idleness and inactivity, menthol has again come to life and considerable business has been moving at prices ranging from \$3.25 to \$3.50 a pound, the tone being firm in sympathy with the greater degree of strength displayed in the Japanese markets. A good season has been encountered in artificial fruit flavors that comply with all pure food requirements. With bumper fruit crops harvested, the outlook is that the output of these products during the coming season will be large.

Vanilla Beans

Coincident with the virtual clearance of all stocks of Mexican vanilla beans, whole varieties of which have climbed

to \$9.50 @ \$15 a pound and the cuts to \$7.50, importers have resorted to the expedient of bringing in Bourbon vanilla, which can be bought at prices ranging from \$2.75 to \$3.25 a pound. The latter beans are regarded as particularly attractive property at current prices, in view of recent bullish crop estimates, which indicate a shortage of not less than 200,000 kilos, or 500,000 pounds, as contrasted with the crop gathered a year ago.

Good quality vanilla beans have been in scant supply in New York, as well as in Marseilles, for some time past. Sellers have every confidence that the market will go still higher on account of the strong statistical position and the steadily increasing turnovers which have been made for the account of the flavoring and extract trades of late. With the Swiss and European chocolate trades taking stocks at the current rate, it is scarcely likely that any reaction will be seen in prices.

Holders of Bourbon vanilla at Marseilles are well aware of the fact that a large part of the requirements of the American consuming trade during the coming year will have to be made up from Bourbons. Consequently there has been a gradual strengthening of the views of the holders. Most of the low-priced offers which had been made at Marseilles have been withdrawn and even recured beans were materially advanced in price.

Tonca Angostura beans have shot up to \$1.75 @ \$2 a pound, owing principally to unusually heavy buying on the part of American tobacco interests. The new crop season in tonca beans is almost a year away. South American vanilla beans continue to meet fair buying at \$7 @ \$7.50 and Tahiti beans are also coming in for considerable attention from the trade, with the "yellow" label held at \$2.25 and the "white" at \$2.50 a pound.

FOREIGN CORRESPONDENCE

(Continued from page 278)

manufacturers of perfumes, in order to discuss the present unsatisfactory position of the industry. Better to safeguard their interest an association was formed under the title "Federazione Nazionale fra Industriali, Commerciali, Profumieri ed Affini," with a central office in Milan, including not only manufacturers but also wholesalers and distributors. The existing taxes on all articles of perfumery formed the subject of a prolonged discussion, and in view of the adverse conditions prevailing it was decided to petition the Government to permit the retailer to affix the stamp on the container at the time when the perfume is actually sold to the purchaser, in other words, that the duty on the retail sale of such preparations should be paid only when a sale is actually effected, and not levied when a consignment is delivered to the distributor. It was decided to appoint a special commission, consisting of experts, and one of the chief demands is that the existing system of taxation on perfumes should be revised, and that all perfumes the retail price of which does not exceed 3 lire should not be taxed.

ITALIAN OLIVE OIL ADULTERATION.—The Italian Minister of Agriculture is about to introduce a law on frauds and adulteration in respect to olive oils to embrace forms of abuse not specified in the law of April 5, 1908, but which have come into existence since.

LATVIA.

METRIC SYSTEM ADOPTED.—The Latvian Government has passed a law introducing the metric system, but the old Russian system of weights and measures may be used, where necessary, until January 1, 1926. The equivalents given in the law of the late Russian Empire will represent the relationships between the units of the two systems.



SOAP BUSINESS GOING AHEAD

Soap business is excellent, with prices softening and collections good, reports the Philadelphia *Public Ledger's* business survey. One manufacturer's representative who handles Eastern Pennsylvania, Delaware and South Jersey reports this year's business about 30 per cent better than 1921. This increase is in dollar value, and with a substantial decrease in price, means a much larger turnover. Jobbers do not hesitate to buy large stocks and are covering on their requirements sixty to ninety days ahead. Export business is increasing and is expected to improve in the same degree that conditions abroad become more settled. Putting up packages to suit the Oriental trade has greatly increased business with China and Japan. The *Ledger's* survey is fully borne out by information which we have received from various sections of the country.

SOAP EXPORTS AND DELAYS IN STATISTICS.

We have practically discontinued for the present the publishing of detailed soap exports, that is the routine reports, from the United States for two reasons: 1, the demand has been almost negligible; 2, the statistics have been so much delayed that a good part of their value was lost, apparently, for live manufacturers who are watching the export markets. The information no doubt is more or less interesting, but the question arises whether the space might not be better utilized to present more important matters. We would like to have an expression of opinion from our readers on the subject. Indirectly we have tried to ascertain the sentiment and in only one case have we had a request to supply omitted statistics, which was answered fully and promptly. It seems to us that except in rare cases our readers would be satisfied, as they have been in the last year, with totals and an occasional review of the situation, such as we are printing on page 285.

AS TO ORGANIZING SOAP MANUFACTURERS

The question arises every little while as to why there is no American Soap Manufacturers' Association. We have urged the formation of a new one, and have had hearty support on paper from those of our contemporaries that are at all interested. We are not disposed to let the matter rest, for an American Soap Manufacturers' Association, called by that or some similar title, could do a great deal of good for the industry.

The trouble really seems to be that the soap manufacturers divide their issues instead of unifying them. In recent years the soap manufacturers, when necessary, have either got together in committees at Washington, or have depended upon collateral trade organizations, of which they

are members, to look after their interests. Without enumerating all of them we might mention that some soap manufacturers have found much help in the Soap Section of American Specialties Association, and that many more have leaned on the old Manufacturing Perfumers' Association, now the American Manufacturers of Toilet Articles. The truth of it all is, probably, that most of the soap makers in this country produce toilet soaps, as well as ordinary soaps, and their alliance ends are better served by other than a regular soap organization, such as would be the recently planned Soap Section of the American Manufacturers of Toilet Articles.

FINAL FIGURES OF 1919 SOAP CENSUS

Eugene F. Hartley, chief statistician for manufactures in the Census Bureau at Washington, has issued the complete census of the soap industry for 1919, with comparisons with previous years. These figures are final and confirm in more detail the estimates which we printed some time ago. The following table summarizes the chief facts shown, being one of fifteen tables, others of which go into exhaustive detail of the points given herewith:

	1919	1914	1904
Number of establishments..	348	371	436
Persons engaged.....	28,919	19,839	14,501
Proprietors and firm members	183	252	399
Salaried employees.....	8,300	5,415	3,058
Wage earners (average number).....	20,436	14,172	11,044
Primary horsepower.....	33,710	35,737	20,228
Capital.....	\$212,416,866	\$92,871,533	\$54,816,301
Salaries and wages.....	\$35,399,914	\$14,779,629	\$8,265,248
Salaries.....	\$14,171,851	\$6,691,692	\$3,502,572
Wages.....	\$21,228,063	\$8,087,937	\$4,762,676
Paid for contract work....	\$639,688	\$48,916	\$28,504
Rent and taxes.....	\$6,068,675	\$1,021,534	*\$413,430
Cost of materials.....	\$238,518,858	\$88,866,786	\$43,625,608
Value of products.....	\$316,740,115	\$127,942,441	\$68,274,700
Value added by manufac.†	\$78,221,237	\$39,075,655	\$24,649,092
Soap production.....pounds	2,432,591,000	2,121,230,000	1,430,509,000
Hard soap.....	2,321,793,000	2,064,228,000	1,386,610,000
Other soap (soft soap, liquid soap, and special soap articles).....	110,798,000	\$57,002,000	\$43,899,000

* Exclusive of internal revenue. † Value of products less cost of materials. ‡ Reported as soft soap.

Some other points derived from the tables: Though establishments were reported from 35 States, the industry is largely centralized, the leading States being Ohio, New York, New Jersey, Illinois, Kansas, and Massachusetts—three States of the Middle West and three of the North Atlantic. Figures in one table emphasize the tendency toward a shorter workday.

The average value of products per establishment increased from \$265,000 in 1909 to \$345,000 in 1914 and to \$910,000 in 1919.

The expense for fats and oils, including fish oil and fatty acids, in 1919, constituted 49 per cent of the cost of

all materials, as compared with 62 per cent in 1914 and 57.3 in 1909.

The production of hard soaps as reported in 1919 is an increase of 12.5 per cent in quantity and 117.3 per cent in value over the figures for 1914, the increase for the period 1909-1914 being 15 per cent in quantity and 14.7 per cent in value. The soap establishments reported a total production of 49,498,627 pounds of refined glycerin, of which 2,121,476 pounds were consumed in the establishments producing. The total production of refined glycerin by all manufacturing establishments, including those in the chemical and other industries, was approximately 129,000,000 pounds, which, however, includes some refined glycerin from imported stock.

The figures for powdered soap, sold as such, include 67,453,534 pounds of scouring soaps and cleaners, valued at \$4,355,345.

CHANCE TO DO BUSINESS IN ARABIA

The American consul at Aden, Arabia, furnishes a comprehensive report on the imports of laundry soap into that port by quantity and the country of origin for the years 1914, 1920, 1921, and 1922; the domestic requirements; details of distribution of soap imported; method of packing for shipment; and brands of French and English soaps sold in Aden. This market is one in which American soap was sold before the war, and if American exporters can meet the local prices and are willing to exercise patience, devoting attention to the proper introduction of their brands, an excellent and growing market exists for their laundry soaps at Aden.

This report may be examined at the Bureau of Foreign and Domestic Commerce by referring to File No. 59640.

Soaps and Perfumes in Guatemala

The masses of the population in Guatemala use a common soap of poor grade, in the shape of a ball, manufactured by small concerns, according to a report received by the Department of Commerce from the American consul at Guatemala City. The report continues: "The market for imported soaps is limited to less than 5 per cent of the population and, therefore, the total demand is comparatively small considering that the population of the Republic exceeds two millions. The United States, as before the War, is the chief source of supply for the imported articles. There is a limited importation from European countries, chiefly Germany, France, and England. The quantity of ordinary soap imported in 1921 was only half that imported in 1913, but medicinal soaps, toilet soaps and perfumery (the last two are classified together) were imported in much greater quantities than in the pre-war year. The imports of the various classes of soaps in 1921 were very much less than in 1920, due, no doubt, to overstocking and also to the general commercial depression."

Soap Sells at \$14,000 a Pound

An English woman who has visited Moscow and Petrograd recently writes: "For a while there was a limited soap supply, but that is now exhausted, and only a certain favored few are issued any rations by the soviet. These few are fortunate enough to get somewhat less than half a pound of soap a month. The rest must buy it if they are to have it; and a pound of soap costs 30,000 rubles—\$14,000 at the pre-war exchange rate."

Soap and Candles in Rumania

The soap and candle industry in this country comprised in 1921 a total of fifty factories, employing about 800 hands. At present every possible endeavor is being made to meet home requirements, so that foreign products may find it very difficult to compete with Rumanian lines.

IMPROVED SHAVING SOAPS

The addition of a small quantity of a vegetable mucilage or of gelatine, glue or albuminous solution, emulsified with a little fatty acid, permits the manufacture of a light soapy lather or shaving liquid with a fine-textured, permanent foam. The alkalinity is also diminished, so that the skin is softened and not irritated.

This material is prepared as follows, for example: 100 parts of a 3 per cent carrageen moss mucilage are added, little by little, to 1 part of melted stearic acid in a mortar, stirring constantly. To the resulting emulsion 10 parts of glycerine are added as a preservative. The preparation can also be made from beef blood serum, in the following manner: 200 parts of the serum, decolorized with hydrogen peroxide and ammonia, are evaporated down to 89 parts and mixed into 1 or 1½ parts of stearic acid as above described. 10 parts of glycerine and 1 part of sodium fluoride are then added as preservatives.

For use, a few drops of this mixture are added to the coarse lather, which is then worked up with the brush. The bubbles become smaller and smaller, and finally a very thick, firm, adherent lather is obtained, with which one proceeds to shave.—German Patent 345,887, class 30h, Dr. A. Breslauer and Dr. K. Freistadt, Berlin.

Potash Mining in Germany

Potash mining operations in the Province of Hanover and the State of Oldenburg frequently had to cease during the first quarter of 1922, but interior sales were better than in the preceding quarter and the export business improved also. Prices were raised 20 per cent on February, but are still not entirely satisfactory, as prices for export had to be kept below those quoted by Alsatian competitors.—*Consul Francis R. Stewart, Bremen.*

German Potash Prices Increased 30 Per Cent

A special cable to the New York Journal of Commerce from Frankfort On The Main, says that potash prices were increased 30 per cent by all German firms, according to announcements made August 9.

Fat-Soluble Detergent

German patent No. 328,812 is concerned with the preparation of a detergent with fat-soluble properties by combining animal glue, which has been decomposed by the action of fixed alkalies, with fat solvents and saponin. Soda, potash and ammonia can be used as well. By kneading the mixture it can be brought into such a condition that the material may be ground very readily.

Vegetable Oil Imports in May

Imports of vegetable oils into the United States in May were as follows (April figures in parentheses for comparison):—Coconut oil, 2,181,452 gallons, valued at \$1,189,956 (2,468,257 gallons, valued at \$1,372,839); peanut oil, 27,188 gallons, valued at \$22,335 (32,758 gallons, valued at \$29,225); edible olive oil, 866,179 gallons, valued at \$1,349,620 (559,911 gallons, valued at \$797,809). The totals are:—3,074,819 gallons, valued at \$2,561,911 (3,060,926 gallons, valued at \$2,199,873).

Worth More Than It Costs

(From G. W. Tillberg, of the G. W. Tillberg Co., soap makers and perfumers, Chicago.)

Enclosed please find my check for \$2 to cover one year's subscription to your valuable journal. It is worth more.

Perusal of the advertising pages is no less a real duty than scanning the text pages of this journal every month.

FALLACIES IN TOILET SOAP PERFUMING

By A. C. LANSING*

There are two classes of people who are responsible for two corresponding groups of fallacies in the realm of soap perfuming. They are the perfumer unacquainted with soaps, and the soap manufacturer who knows little about perfumes. It is a notable fact, emphasized by consideration of these fallacies, that the real art of properly scenting soaps is the happy medium.

A perfumer will desire a toilet soap to complete a series of creations. If he does not go ahead thoughtfully, rather cautiously, and with due regard to experience, his efforts will be very disappointing. He is not in a position to know the difficulties until he has discovered them for himself. The scarcity of information in the literature, and the absence of any general rules or definite statements of fundamentals necessarily throws him largely upon his own resources. The unorganized state of knowledge of soap perfuming leaves him liable to many misconceptions, which though apparently natural are the principal cause of his troubles. The fallacies most likely to snare him are:

First, that an odor successful in other toilet articles can be cheapened or slightly modified to give the corresponding effect in soap.

Second, that a perfume will not be greatly affected by the soap base itself.

Third, that the exact degree and shading of a perfume possible in other articles can be secured in the case of soap.

Fourth, that a small amount of perfume oil will suffice in soap, just as it does in many other toilet materials.

Fifth, that the odor of the oil itself must be fine and delicate, rather than strong or even coarse.

These false ideas are based upon ignorance of the characteristics of soap and the essential requirements for a soap perfume. A cake of soap is a compact mass with a limited surface from which the perfume can act, and in use, the perfume itself is greatly diluted. Hence the need for strong odor effects. Some soaps in themselves have characteristic odors, as for example that made from palm oil, which somewhat recalls the violet scent. This odor is not due to faulty preparation of oil or soap, and is not an evidence of poor material or workmanship. The effect due to inferior materials is another matter entirely.

The truth remains that some high-grade soaps have an odor of their own which necessarily modifies any added perfume, irrespective of other factors. Milling must be sufficient to distribute the oil uniformly through the soap. It is not definitely known how the oil exists in the soap, but it is generally conceded to form thin films over particles of soap. There is some microscopic evidence to show that during milling some of the oil is collected in small globules in the soap. It is therefore evident that the nature of soap structure is different from other materials in which perfumes are used. The oil alone may have a coarse odor, but it should be remembered that soap in some way knocks the rough edges off of a crude-smelling material, and brings out a more refined and delicate odor. This gives force to the contention that a soap perfume can be judged rightly only when it is in the soap.

The success of a soap perfume depends in great measure

upon ability to withstand more rigorous conditions than those to which it would be subjected in other products. Some oils alone are greatly changed in odor value and others lose any appreciable odor. The heating incident to milling and plodding is destructive to sensitive perfumes, but perhaps the greatest difficulties to be overcome are of a chemical nature. The tendency toward saponification of esters and alteration of aldehydes is so marked in some cases as to render these compounds useless in soap unless protected in some way. Acids and bodies of a phenolic nature may have serious changes wrought in their odor value by alkalinity. Any bisulfite from bleaching soap or soap-making oils and fats would affect many aldehydes and ketones. The presence of peroxides in some soaps is a serious obstacle to perfuming, because of oxidation of aldehydes especially, and possibly some other compounds such as those of unsaturated character. Ionone is sensitive to alkalinity and needs protection. Anisic aldehyde is easily affected, as is phenylacetic aldehyde. Among the most stable compounds are the alcohols with few exceptions, coumarin, diphenyl methane, bromstyrol, phenyl oxide, synthetic musks, a number of ketones, eucalyptol (cineol), and phenol ethers. However, even these materials are greatly aided and improved in odor value by intelligent fixing and compounding. Some protection against alteration is provided by the use of fluid resins, which also have fixative and odor values as well. The presence of casein and rosin in soap are said to be beneficial in this regard.

The soap-maker's beliefs are probably at the other extreme. He is very prone to hold that only a broad effect is attainable, that a blunt hint or suggestion is all that is possible. He may have the idea that an undesirable soap odor may be concealed without a noticeable alteration of the perfume, that a soap perfume cannot be shaded successfully by modifying additions, or even that low-grade, cheap perfuming materials give the limit of delicacy possible with soap odors. But this extremist is also in error. He usually makes too much of the difficulties because he knows them, as the perfumer may belittle them for lack of knowledge. In general, the soap-maker does not believe any effort is justified to secure more than a simple powerful scent.

The problems of soap-making with regard to producing a suitable base for fine toilet soap are difficult of solution in some cases. They are sufficiently numerous and troublesome without adding any more from failure to make the best possible product from the materials available. It is much more satisfactory to all concerned to eliminate the problem of hiding or covering up undesirable odors by directly avoiding or removing these odors from the soap. This is properly related to the making of the soap, and not to soap perfuming.

Care is necessary in the choice of oils and fats to secure material free from rancidity and discoloration. Tallow, palm oil and coconut oil give the most satisfactory bases. Castor oil is sometimes used, but tallow base is the principal one, made of high-grade tallow and coconut oil. But it is not enough to select good material. The pains taken to insure complete saponification and a minimum of free alkali are more than repaid by the quality

*Of Lightfoot-Schultz Co., Hoboken, N. J.

secured. Rancidity of the soap base and excessive alkalinity are unpardonable faults in toilet soap base.

The real goal of successful soap perfuming is to secure a clear, clean, characteristic odor that is agreeably suggestive of the more delicate perfumes of its type, and which is sufficiently strong and lasting to remain to the last with the soap. To this end a quality soap base is of such essential importance that without it all the wiles of perfumery cannot change the verdict of the ultimate consumer. Quality and repeat orders are so intimately connected that one is unpleasantly surprised by the disregard for facts and truth evidenced in some cases. There must be character to the product before one can expect to turn out a successful and reputable article.

COLD MADE SOAPS*

(Continued from Page 238, July, 1922)

The cold made soaps are ready for cutting one day after the frames have been uncovered. They are first cut into thin bars and then into cakes and marketed in this shape, or stamped by hand. Sometimes the soaps are pressed and packed in pasteboard boxes. The pressing cannot be undertaken at once, however. The soaps have to be slightly dried first, so that they will not stick to the die. For this process a drying cabinet heated either by fire, or by steam pipes is required. The cut and beveled cakes are placed on wooden racks, inserted in the cabinet and heated. The drying only requires a short time and the cakes can then be pressed easily and do not stick to the die. Another advantage of this drying process is that the surface of the soap becomes very smooth and glossy, while the letters appear sharp-cut and clear. Immediately after cooling the cakes are ready for packing.

The described working method is not only suited for the manufacture of perfumed soaps, but also for the production of medicinal soaps and of soaps for special cleaning purposes, such as tar and sulphur soap, gall soap, pumice soap, etc. The substances required for these brands—tar, sulphur, ox-gall and pulverized pumice stone—are stirred into the previously weighed coconut oil before the soda lye is added, so as to assure thorough mixing.

The so-called mosaic soaps are produced by utilizing the waste from the cutting of soap blocks of various colors. The waste is collected and cut first into strips and then into small cubes. As soon as a sufficient quantity has been obtained the cubes are mixed. Then about fifty per cent of the usual quantities of oil and soda lye are stirred together. When the substance thickens the waste cubes are added and after thorough stirring the mixture is poured into the frames and covered well. This soap is not suited for pressing, but the unpressed cakes look well and their gaudy appearance, together with the cheaper price, attracts many eager buyers.

In addition to the above directions for the manufacture of cold stirred soaps I desire to give a few hints in regard to their perfuming from my own experience, but before doing so I have to mention certain conditions which must be taken into consideration. Since the price of all necessities has increased twenty times and more the essential oils and odoriferous substances have likewise become correspondingly expensive. This fact compels the manufacturer to practice the utmost economy also in this respect, or to get along without the too expensive perfumes. The per-

fume combinations given below were used before the war. In many cases the quantities of the perfumes may easily be reduced by one-half, while certain very expensive odoriferous substances may be omitted, or replaced by cheaper ones. The perfume combinations given here are calculated for 50 kg. of coconut oil, and the coloring substances that may be used in the same proportion.

White almond soap:

Artificial oil of bitter almond	250 g
Lavender oil	50 g

Lily milk soap:

Geranium oil	150 g
Essence of bergamot	40 g
Petitgrain	90 g
Lemon oil	50 g
Lavender oil	45 g
Clove oil	25 g
Oil of bitter almond (artificial).....	15 g
Patchouli oil	5 g

Honey soap:

Citronella oil	300 g
Lemon grass oil	40 g
Peppermint oil	15 g

Coloring matter:

Orange	20 g
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Aromatic soap:

Calamus oil	200 g
Peppermint oil	180 g

Coloring matter:

Leaf green M	15 g
Light yellow	3 g

Lilac soap, white:

Terpineol	400 g
Hyacinthin	20 g

Lilac soap, blue:

Terpineol	200 g
Cananga oil	50 g
Palma rosa (geranium) oil	75 g

Coloring matter:

Lilac violet, soluble in water	15 g
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Rose soap, white:

Geranium oil	200 g
Essence of bergamot	50 g
Lavender oil	10 g
Lemon oil	50 g

These soaps are only a few samples of the many perfumed varieties which can be produced by the cold process. Many other combinations may be made, but the perfuming has to be adjusted to the present high prices of odoriferous substances.

Medicinal tar soap is produced according to the cold method by mixing 2 to 3 per cent of wood tar with the almost completed soap. A lanolin soap is obtained by mixing the same quantity of lanolin with the coconut oil, before the lye is stirred in and a vaselin soap with an addition of 1 to 2 per cent vaselin. The so-called milled soaps are better suited for the manufacture of medicinal soaps, however, because with them the additions never show any disturbing effects, as they often do in cold made soaps. Large quantities of medicinally active substances may be mixed with the milled soaps, and I believe that it would be better not to manufacture medicinal soaps by the cold method. A possible exception is the pumice soap. Considerable quantities of finely pulverized pumice stone, 5 per cent and even more, can be stirred into the coconut oil

*From Seifensieder-Zeitung Vol. 48, No. 52, December 29, 1921, page 1067.

before the lye is added. A soap of this kind is well suited for the cleansing of the dirty hands of industrial workers, and also for kitchen purposes.

In conclusion I desire to say a few words in regard to the stretching of cold stirred soaps with fillers. There is no doubt that additions of substances of this kind lower the quality of the soaps, cause them to dry too quickly and spoil their appearance. Personally I do not recommend the use of fillers for the reasons mentioned and because of the fact that the cleansing power of filled soaps is inferior. The fillers consist partly of solutions of sodium chloride and potash in certain quantities of water. For a while sugar solutions were used with the sodium chloride and potash solutions, but this is no longer done since the worthlessness of the sugar for the manufacture of soaps has been generally recognized. The most commonly used filler is the water glass which is stirred into the soaps in a solution of 40° Bé, or sometimes of 30° Bé. The quantity of water glass usually amounts to 20 per cent of the soap. To prevent the separation of the filler in the soap a certain addition of soda lye of 38° Bé is necessary. One kg. of lye should be used for every 20 kg. of water glass. The filled soaps do not have the transparent, delicate appearance of the pure brands, and on account of their silicic acid content their surface becomes unnaturally hard after a short time.

Under the present conditions it seems advisable not to use any fillers for the production of cold process soaps. If economy has to be practiced the perfume consumption may be restricted. The people have become more than "fed up" on filled soaps and substitutes during the war and since.—A. Z.

SOME SOAP EXPORT FACTS

American exports of soap in May totaled 6,578,240 pounds, valued at \$719,131, according to the figures given out by the Bureau of Foreign and Domestic Commerce. Of this total, 664,345 pounds was toilet, or fancy soap, valued at \$288,216, the balance being laundry and other varieties. Soap exported in April amounted to 6,678,928 pounds, valued at \$691,671.

Some ninety-four countries or districts were the recipients of these shipments, England being the destination of the greatest amount of toilet soap, with 104,795 pounds, valued at \$63,431. Mexico received the most laundry soap, 1,989,438 pounds, valued at \$139,294. France and Germany together took less than \$12,000 worth. Canada was a fair customer, but all of its provinces took less than \$50,000. The Virgin Islands bought \$257!

Many of our readers regard the New York exports of soap as of most importance. In April the quantity of ordinary soap shipped from the port was 538,157 pounds, valued at \$101,091. Fancy soap: 296,345 pounds, priced at \$151,245.

In May the New York exports reversed April in quality, but despite that fact showed an increase of \$24,000 in total exports over May. Washing powders from April to May also gained about \$15,000.

Glycerin Exports in May

Domestic exports of glycerin in May totaled 287,440 pounds, valued at \$37,839, according to the statistics of the U. S. Bureau of Foreign and Domestic Commerce. This compares with 249,085 pounds, valued at \$37,498, exported in April. Twenty-eight countries, or localities, shared in the receipt of this glycerin, the largest importer of which was The Netherlands, with 147,887 pounds, valued at \$15,619. There were no imports of crude glycerin during the month.

FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

ago. Crude soya bean oil is held at 10½ cents sellers tanks duty paid f.o.b. New York, with the market on the Coast reported somewhat unsettled. The importations of olive oil have been running at a record rate and, with stocks liberal, competition has been keen with offers seen as low as \$1.15 @ \$1.20 a gallon for the denatured, and prime green foots at 8 cents. The cotton seed oil market has met better support from refiners and quotations have ruled comparatively firm at or near the 8-cent mark for new crop oil. The Government estimate on the cotton crop calls for 11,449,000 bales, which is 70.8 per cent of normal.

Industrial Chemicals

The influences of the coal strike have made themselves felt in the market for industrial chemical products during the interval. The fuel shortage has curtailed production of alkali products to some extent so that producers of caustic soda have advanced export prices to \$3.65 f.a.s., in order to conserve supplies to meet domestic requirements. There has been no advance in caustic soda or soda ash for home use, but it is possible that prices may work higher if present difficulties in the labor field continue much longer. There is active buying of most industrial chemicals utilized by the soap and allied trades, but thus far it has not gotten beyond the proportions required for immediate consuming needs. Imported caustic potash 88 to 92 per cent is selling at 5½ to 5¾ cents, while foreign carbonate of potash testing 96 to 98 per cent is being offered at 5½ cents, although dealers are quoting about 6¼ to 6¾ cents for spot material. Sounder conditions appear to be prevailing in the market for sulphuric acid, with the 60 degrees quoted at \$9 @ \$11 per ton, and the 66 degrees at \$14 to \$16 per ton. Salt manufacturers issued new list prices effective the first of last month, which were of some interest to the trade.

Other Soap Materials

The tendency of rosins has been towards lower prices, owing principally to the weakening tone seen in the primary centers in the South. Trading is not in normal volume at this season of the year, but local factors have nevertheless noted a good demand from domestic and foreign consumers as well. The market for tallows and greases reflects seasonal lassitude, with prices showing little change of importance. The shortage and increased cost of fuel has imparted a strong tone to stearic acid, with the single-pressed held at 9 to 9¼ cents; the double at 9½ @ 9¾ cents, and the triple at 10½ to 11 cents a pound.

STATISTICS OF FATS AND OILS

The Department of Commerce announces that, according to census returns, the factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended June 30, 1922, was as follows: Vegetable oils, 202,045,022 pounds; fish oils, 8,891,985 pounds; animal fats, 516,486,940 pounds; and grease, 97,771,944 pounds, a total of 825,195,891 pounds. The greatest production, 406,359,025 pounds, appears for edible and neutral lard. Next in order are tallow with 107,951,296 pounds; linseed oil with 70,348,703 pounds; coconut oil with 47,444,374 pounds; and cottonseed oil with 43,768,292 pounds.

Drawback on Musk Used in Making Soap

T. D. 37053 of March 3, 1917, providing for the payment of drawback on Reuter's soap, manufactured by Barclay & Co., of New York, with the use of domestic taxpaid alcohol and various imported materials, has been extended to provide for the payment of drawback on such soap when manufactured with the use of grained musk produced by the said firm from imported crude musk in pods. A separate abstract must be filed, showing the quantity and identity of the imported crude musk used in the manufacture of each lot of grained musk and the quantity of grained musk obtained therefrom. The drawback allowance for grained musk shall not exceed the duty paid, less 1 per cent thereof, on the imported crude musk used.

MARKET REVIEW ON TALLOW, ETC.

TALLOW

(Written Specially for this Journal.)

The market is practically unchanged for the various grades of tallow. City Extra grade latest sale was made at 6½¢ per pound at producer's plant, while tallow of the New York Special type is selling at 6-6¼¢ per pound.

The markets in the middle West and Western points are also steady to firm at prevailing prices with no indications of any recessions in the near future.

In the East and also the New York market, greases are particularly strong with steady demand for export at 5½¢-6¢ per pound for light brown 35% FFA stock, and good quality House Grease selling at 5¼¢ per pound loose.

For the first time in many years good quality low acid dark grease is selling at practically the same price as medium grade yellow tallow of similar acid, which is indeed a surprising situation and emphasizes the fact that either tallow is relatively too low in price, else grease disproportionately too high.

A readjustment of these relative values is bound to come and is likely to be with us during September or early part of October, but in the meantime indications do not point to any sudden changes in price levels.

August 16, 1922.

TOBIAS T. PERGAMENT.

GLYCERINE

(Written Especially for This Journal)

The last month has witnessed marked activity for all grades of Glycerine and the rise prognosticated in our last has occurred without any material reaction to halt the advance. The market for Chemically Pure Glycerine is very firm at 16½¢ per lb., in bulk, with business at this limit. Spot stocks of Dynamite and Crude Glycerine have been bought as soon as offered so that today the few offerings of the former are held at an advance of 2¢ over last month's quotation and the latter for 1¢ more. While the coal strike has curtailed the use of Explosives, it also serves as a bullish factor in that it may, and in some cases has, cut down production. The foreign market is at present in line with ours and there has been some business transacted, by both English and American interests. However, if this buying continues, the Continental market will become firmer than ours, but the British stocks are yet to be offered. Most of the buying has been for the account of refiners, probably to cover Chemically Pure contracts and as yet a general buying demand, on the part of consumers, has not appeared. Little has been bought for future delivery and while indications point toward an immediate advance, still should the present buying activity of one of the refiners cease, there might be a temporary reaction until the Powder interests and other refiners should be forced to buy.

S. L. PARSONS.

August 14, 1922.

Perusal of the advertising pages is no less a real duty than scanning the text pages of this journal every month.

VEGETABLE OILS

Only scattered and uncertain buying has made itself felt in the market for fixed oils. Easier tendencies have appeared in cotton seed, coconut and corn oils. Crushers of castor oil have named a further advance amounting to one-half cent a pound, owing to the rising cost of castor beans so that the U. S. P. is now established at 13 cents a pound and the Number 3 at 12½ cents a pound. The fact that practically all of the oil held by the Government has been resold has strengthened the outlook in the oil. Coconut oil has been inactive, but steady, with not much pressure of resale material around. Lagos palm oil for shipment was offered at 7 cents c.i.f. New York, while palm kernel is nominal at 8½ cents c.i.f. New York. Offers of crude peanut oil have been limited, with Texas mills quoting 9 to 9¼ cents basis for prime oil in tank cars, prompt shipment. Production of peanuts in the United States is expected to show a reduction of fully 100,000,000 pounds as contrasted with a year

(Continued on preceding page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special 6¼¢. Edible, New York, 8¢. Yellow grease, New York, .05½¢@.06¢. Brown grease, New York, .05¢@.05½¢.

Rosin—Savannah, August 15, 1922.

Common to good	4.65-4.75c.	I	4.90c.-
D	4.70-4.80c.	K	5.00c.-
E	4.80-4.90c.	M	5.05c.-
F	4.85-4.95c.	N	5.30c.-
G	4.85-4.95c.	W. G.	5.85c.-
H	4.85-4.95c.	W. W.	6.50c.-

Starch, Pearl, per 100 lbs.	\$2.57-\$2.85
Starch, powdered, per 100 lbs.	2.47- 2.75
Stearic acid single pressed, per lb.	9c.
Stearic acid, double pressed, per lb.	9½c.
Steric acid, triple pressed, per lb.	10½c.
Glycerine, C. P., per lb.	16½- 17½c.
Glycerine, dynamite, per lb.	15c.-
Soap lye, crude, 80 per cent, loose per lb.	10¼- 10½c.
Soap lye, saponification, 80 per cent, loose per lb.	11 - 11¼c.

Oils

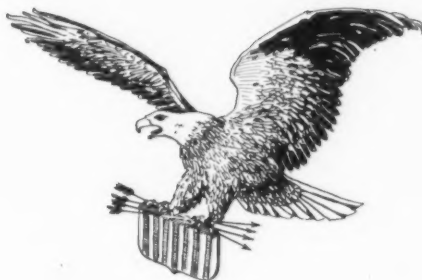
Cocoanut, edible, per lb.	09¾@10¼c.
Cocoanut, Cochin, Dom., per lb.	09 @09¾c.
Cocoanut, Ceylon, Dom., per lb.	08¾@08¾c.
Palm, Lagos, per lb.	07 @07¾c.
Palm, Niger, per lb.	06½@06¾c.
Palm, Kernel, per lb., nominal	08½@08¾c.
Cotton, crude, per lb. f. o. b. mill.	08¼c.
Cotton, refined, per lb., New York	11c.
Soy Bean, per lb.	11½@12c.
Corn, crude, per lb.	10½@10¾c.
Castor, No. 1, per lb.	13c.
Castor, No. 3, per lb.	12½c.
Peanut, crude, per lb.	11¼@11½c.
Peanut, refined, per lb.	12 @12½c.
Olive, denatured, per gal.	1.15 @1.17
Olive Foots, prime green, per lb.	08 @08¾c.

Chemicals

Soda, caustic, 76 per cent, per 100 lbs.	3.65 @3.75
Soda Ash, 58 per cent, per 100 lbs.	1.75 @2.10
Potash, caustic, 88@92 per cent, per cwt. f. o. b. Works.	05½@06c.
Potash Carbonate, 80@85 per cent; per lb., N. Y.	04¾@08c.
Salt, common, fine, per 100 lbs.	nominal
Sulphuric acid, 60 degrees, per ton.	9.50 @10.00
Borax, crystals, per lb.	05¼@06c.
Borax, granular, per lb.	05½@06c.
Zinc Oxide, American, lead free, per lb.	07 @08¾c.

It's an Eagle on your Dollar —Not an Ostrich!

**The Eagle is
a Fighter**



**It's an
American Bird**

The Eagle is a fighter—it is an American bird.

The ostrich is a quitter. It doesn't belong in this country. It was imported.

It doesn't take much to scare an ostrich, and when it gets scared it sticks its head in the sand. Then it is an easy matter to sneak up behind it and steal its tail feathers for a hat.

You never saw eagle feathers on a hat.

The eagle—the fighter—is an American bird.

That is why it was put on a dollar.

Your dollars should be fighters—fighting

eagles—ever alert for opportunities, and swift to take advantage of them.

The dollar that sticks its head in the sand at the slightest pretext isn't an American dollar—it isn't a fighting dollar. It's a quitter. And quitters never get anywhere in this world.

Put your dollars in American Terpineol.

—Best for you.

—Best for your country.

Help make America—the home of the eagle—chemically independent.

World's largest manufacturers of
Chem. Pure—Water Free (Bone Dry)

TERPINEOL

Essential Oil Company

(Formerly Essential Oil Specialties Company of Philadelphia)

Mulberry and New York Avenue
Trenton, N. J.

Stock carried for prompt delivery with

NEUMANN-BUSLEE & WOLFE Inc.

321-323 N. Sheldon Street
Chicago, Illinois

SCHMOLLER & BOMPARD

GRASSE, FRANCE



Leaders in Natural Perfume Materials of Superior Quality: Such as:
CASSIE, GERANIUM, JASMIN, ORANGE, ROSE, TUBEROSE, VIOLET, Etc.

FRANZ FRITZSCHE & COMPANY

HAMBURG, GERMANY



Offer

TERPINEOL, HELIOTROPINE, AUBEPINE, HYDROXY-CITRONELLAL, Etc.

SYNTHETIC FLOWER OILS OF OUR OWN MANUFACTURE

Gardenia
Heliotrope Fleur
Honeysuckle
Jacinth Fleur
Jasmin White

Lilac Sweet
Narcissus
Neroli
Oriental M
Oriental Supreme

Rose (American Beauty)
Rose Otto Artificial
Sandalol
Syringa
Wistaria

SOAP PERFUME OILS AND OTHER OILS FOR TECHNICAL PURPOSES
FROM 45c LB. UP

Address all inquiries to Sole U. S. and Canadian Representatives

COMPAGNIE DUVAL

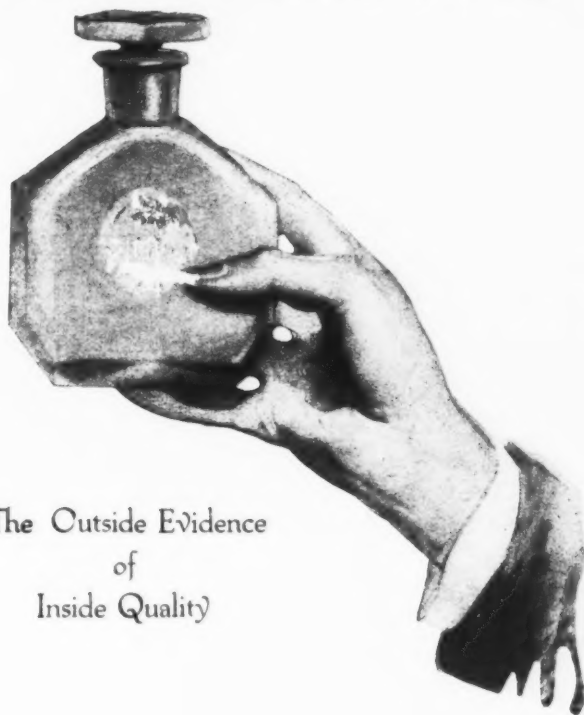
32 CLIFF STREET

NEW YORK

OUR CHEMIST IS AT YOUR SERVICE FOR ANY INFORMATION THAT YOU MAY DESIRE AT
ANY TIME FREE OF CHARGE

STANLEY

METAL IMPERISHABLE LABELS



The Outside Evidence
of
Inside Quality

THE STANLEY MANUFACTURING CO.
DAYTON, OHIO



Stanley Individual Metal Boxes

The same design and color effects, on the labels you now use on your toilet preparations, can be reproduced on your compact, powder and rouge boxes.

STANLEY'S Individual Metal Boxes are made in either Roman, Ormolu, or polished finishes, with the metal top decoration embossed in distinctive colors; hinged or slip covers with snap fasteners.

NO SAMPLES MAILED

Get in touch with our nearest representative or write direct.

MR. S. WOODSON HUNDLEY New York City Representative
202 W. 32nd Street, Phone RIVerside 9830, NEW YORK CITY, N. Y.

MR. CHARLES A. RINDELL Middle Western Representative
139 North Clark Street, Phone RAndolph 2469, CHICAGO, ILLINOIS

MR. F. J. KUGLEN Eastern Representative
46 Cannon Street, DAYTON, OHIO

MR. R. F. STIDHAM California Representative
P. O. Box 141, OAKLAND, CALIFORNIA

MR. RICHARD HOFMANN Southern California Representative
315 W. 6th Street, Phone 64158, LOS ANGELES, CALIFORNIA

The STANLEY MANUFACTURING CO.
of DAYTON, OHIO

See other side for Samples of Stanley Labels.

National Certified Food Colors



Purity

Every manufacturer of food products who keeps faith with his customers and with the Government, employs only such colors as are tested and approved by the Government.

All "National" Food Colors are *certified* by lot, separately, to the United States Department of Agriculture, Bureau of Chemistry. Every package sold carries the Government lot number and is sealed at the factory.

National Aniline and Chemical Company, Inc.

New York
Boston

Chicago
Hartford

Philadelphia
Charlotte

Montreal
Toronto

Providence
San Francisco





H. W. Eddy, The Bond Man

Let H. W. Eddy Prepare Your Application

for Permit Under the Federal
Prohibition Laws—Also Supple-
mental Forms and Bond!

The many details to be complied with and the difficulties encountered under the Prohibition laws present a task for an expert.

No charge is made for the extensive service I render patrons. The price at which bonds are sold is the same as others charge.

MY SERVICE, which is given without cost to my patrons, includes:

1. The proper drafting of applications for permits and supplemental forms from time to time as required.
2. The annual preparation of renewal applications, all ready for signature.
3. Answering inquiries for information under the prohibition laws the day they are received.
4. My Service Department is a clearing house for all difficulties experienced by permittees. These difficul-

ties are tabulated and when the line of procedure is once defined, same is available for use in similar instances.

Practically all questions which have arisen under the prohibition laws have been answered by my office.

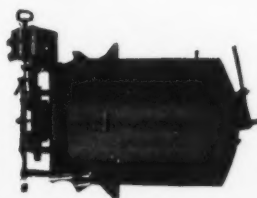
From the Atlantic to the Pacific, and from Canada to Mexico, busy executives of large firms find my services indispensable.

It costs me between \$30,000 and \$40,000 per year to gratuitously render this service to my patrons.

Over 12,000 firms have obtained their bonds of me and enjoyed my service.

H. W. Eddy—The Bond Man

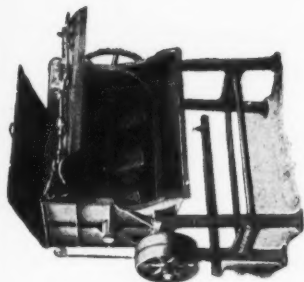
St. Louis, Mo.



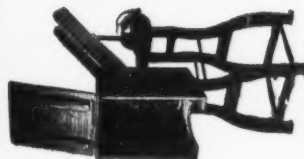
PERFECTION Crutcher.



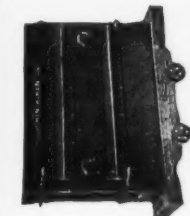
HORIZONTAL Crutcher.



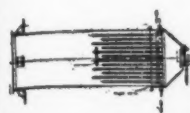
IDEAL Amalgamator.



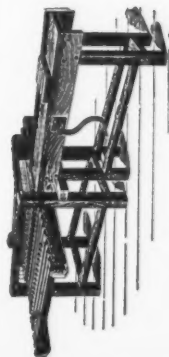
Soap Whipper.



STANDARD Soap Frame.



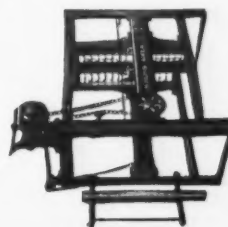
ACME Remelter.



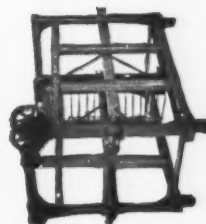
DOUBLE BACK Cutter.



AIKEN Power Cutter.



AIKEN Power Slabber.



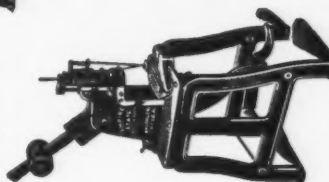
CHAMPION Slabber.



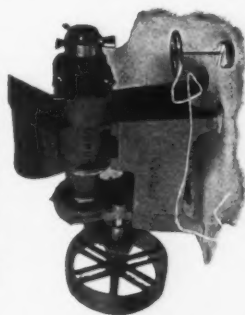
No. 4 Soap Press.



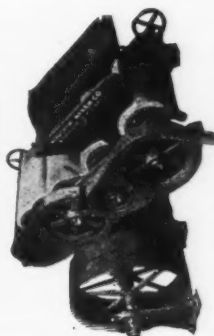
Soap Dies.



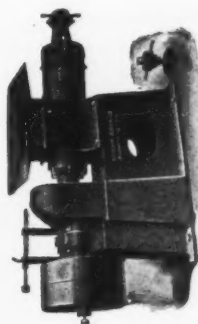
EMPIRE STATE Soap Press.



2, 3- and 4-Roll Soap Mills.



TYPE "F" Plodder.



4, 6, 8- and 10-Inch Screw Soap Plodder.

HOUCHIN-AIKEN CO.

INCORPORATED

ENGINEERS AND MACHINISTS

SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chippers, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

BROOKLYN, N. Y.

26 Court Street

An Invitation to Our Readers



WELCOME



THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW extends a cordial invitation to its readers to visit its booth and make full use of its facilities at the National Exposition of Chemical Industries, Grand Central Palace, New York, N. Y., during the week of September 11th. Representatives will be glad to give full information about sources of supply for raw materials, for machinery, for containers, etc., and otherwise aid visiting manufacturers of perfumes, flavoring extracts, soaps, toilet preparations and allied products.



Booth 318, Mezzanine Floor

The American Perfumer & Essential Oil Review

New York
14 Cliff St.

Chicago
123 W. Madison St.

Washington
Home Life Bldg.



YLANG YLANG
OIL
MANILA

CHARLES V. SPARHAWK
(INCORPORATED)
DRUGS, ESSENTIAL OILS
AND CHEMICALS
275 PEARL STREET
NEW YORK

The advertisement features a dark, atmospheric background. On the right, a glass bottle of 'Ylang Ylang' oil with a dark stopper is prominently displayed. The bottle's label reads 'Esencia de Ylang Ylang'. In the center background, a silhouette of a multi-masted sailing ship is visible against a lighter, hazy sky. The overall aesthetic is classic and elegant, typical of early 20th-century perfume advertising.

OPERATING SINCE 1836

TOILET WATER AND PERFUME

BOTTLES

STOPPERED, CAPPED OR FOR CORKING

WHITALL TATUM COMPANY

NEW YORK.
46 and 48 Barclay Street,
P. O. Box 838, City Hall Station.

PHILADELPHIA,
410-416 Race Street,
P. O. Box 1688.

BOSTON.
91 Washington St., North.

SAN FRANCISCO.
576 Mission Street.

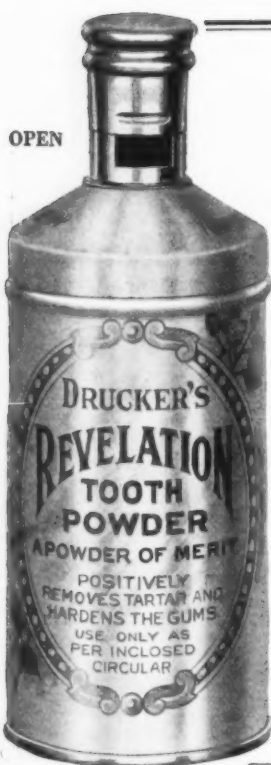
SYDNEY, N. S. W.
Agency
287 George Street.

BUENOS AIRES, A. R.
Calle Bolivar, 240.

GLASS WORKS,
MILLVILLE, N. J.

RUBBER WORKS,
KEYPORT, N. J.

Samples of our goods can be seen at our sample room, 14 N. Franklin Street, Chicago.



CLOSED

To retain, and even *improve* your business in tooth-powder, in the face of tooth paste popularity, it is necessary to *modernize* the package.

Write for sample.

Telescope Top for Tooth Powder Cans

Designers and manufacturers of Sheet Metal Specialties—such as caps for talcum and tooth-powder cans and jars in Brass—Polished Nickel Plated, etc.—and other metals.

BRASS GOODS MFG. CO.

345 ELDERT ST., BROOKLYN, N. Y.

POWDER PUFFS

of Pure Lamb's Wool

Powder Pads FOR LARGE VANITY BOXES

Chatelaine Puffs FOR SMALL VANITY BOXES

"Veri-Flat" Powder Pads FOR THIN
WATCH-CASE VANITY BOXES

MAURICE LÉVY

Hygienol Building

120-122 W. 41st St., New York

FACTORIES: NEW ROCHELLE, NEW YORK

PERFUMERS & JEWELERS BOX CO.

Incorporated 1914

214 216 West 14th Street
NEW YORK

Attractive, Well-made Boxes



**ARTIFICIAL
FRUIT
FLAVORS**

Raspberry—Strawberry—Grape—Pineapple—Etc.

H. C. RYLAND

ESSENTIAL
OILS

Importer and Exporter
52 LAIGHT ST.
NEW YORK

AROMATIC
CHEMICALS

Chicago Office: 2704 Greenview Avenue

HAMMILL & GILLESPIE, INC.

Founded A. D. 1848.

240 and 242 FRONT ST., NEW YORK

IMPORTERS AND GRINDERS

Prime LEE MOOR, Bolted Grade of
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic
FULLER'S EARTH (Genuine English)

INFUSORIAL EARTH
PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

Taylor Perfumes

THESE famous perfumes are made by the Societe Francaise de Produits Aromatiques under the personal supervision of Mr. Gattefosse whose high technical knowledge of Aromatics is recognized in the industry throughout the world.

The Taylor Perfumes are 100% pure, guaranteed free from alcohol or any dilutant whatever, consequently have the highest strength obtainable in high grade synthetic perfumes when used in conjunction with the special Fixators, which we make for these goods, undoubtedly will give perfect satisfaction and a very wide range of odors for Extracts, Toilet Waters, Lotions, Creams, Powders, Soaps and Cosmetics.

We have very definite formulas for all uses of these perfumes which we will be pleased to furnish on request.

We have in stock at the present time the following odors:

Carnation	Mimosa	Jasmine	Quinine	Cassie
Fern	Orange	Acacia	Poppy	New Mown Hay
Gardenia	Sweet Pea	Narcissus	Lilac	Jonquille
Violet	Rose	Trefle	Lavender	Hyacinthe

We would be pleased to send you samples of any one or all of them which we know will enable your expert to make up a combination that is sure to meet the most exacting requirements of your clients.

COIGNET CHEMICAL PRODUCTS COMPANY Inc.
17 State Street - - - New York City

TUBES
of

UNIFORM QUALITY

BEAUTIFUL DESIGN

EXCELLING WORKMANSHIP

SUPERIOR DECORATING

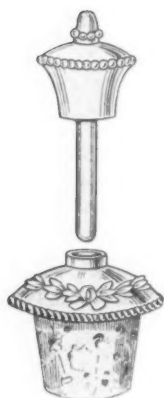


ATLANTIC MANUFACTURING CO.

46-56 NASSAU STREET
NEWARK, N. J.



ORIGINATORS
of
LEAK-PROOF
SPRINKLERS



IMPERIAL METAL
MANUFACTURING CORPN.

81-85 SUNSWICK STREET
LONG ISLAND CITY, N. Y.

EIGHTH NATIONAL EXPOSITION OF CHEMICAL INDUSTRIES

*Raw Materials
Machinery
Products*

YOUR *raw materials* are your synthetics, the aromatic chemicals, the fixatives, the essential oils you use and other chemicals, other raw materials you receive are the alkalis and acids without which it would be impossible to produce your products.

Your *machinery* and equipment is of exceeding importance in your operations to turn out your finished products.

Your *products* are the finished perfumes, flavors, soaps and other toilet preparations.

How well do you know your *raw materials*, your *machinery* and your *products*?

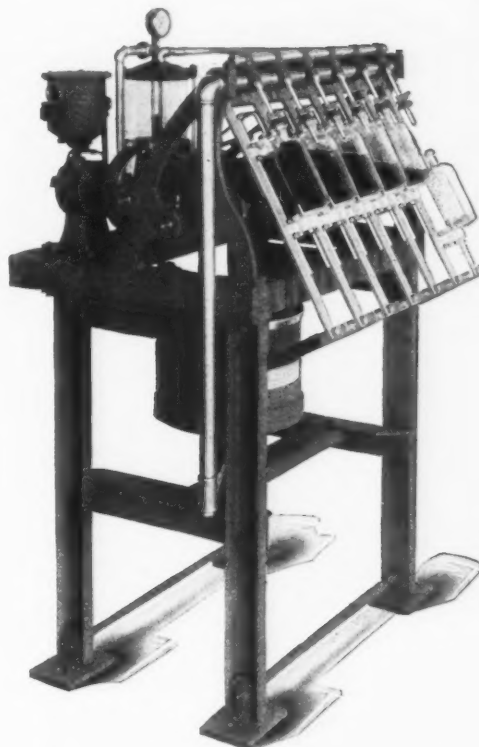
A visit to this Exposition will help you take the guess-work out of your business and substitute exact knowledge. No problem is too difficult for the exhibitors in this Exposition.

Bring your problems with you and be sure to come to the

GRAND CENTRAL PALACE
NEW YORK

WEEK OF SEPTEMBER 11th

For further particulars address
NATIONAL EXPOSITION OF CHEMICAL INDUSTRIES
GRAND CENTRAL PALACE
NEW YORK



Six Stem Automatic Vacuum Filling Machine

ANY kind of liquid, heavy fluid, oil, sauce, etc., can be filled on this machine.

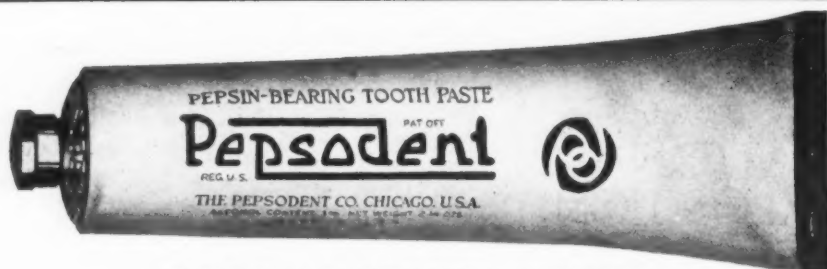
Almost any kind of bottle can be handled, but—imperfect and broken bottles are rejected without a drop of waste.

All the operator must do is put on and take the bottles off the bottle rests. The bottles are automatically raised, filled and lowered. The filling is perfectly clean and accurate.

It's a good sturdy, durable machine, really as fine a piece of mechanism as you ever saw.

Write for full details about it and our complete line of Vacuum Filling Machines and Bottling Equipment.

**The Karl Kiefer
Machine Company**
Cincinnati, Ohio

*Pure**Tin**Plain or**Decorated*

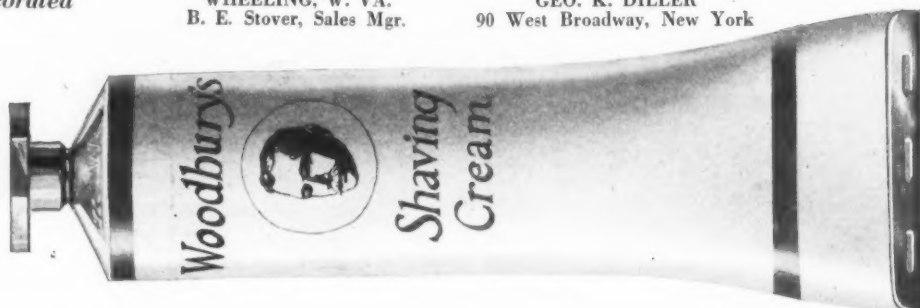
COLLAPSIBLE TUBES

Guaranteed not to peel or crack

WHEELING STAMPING COMPANY

Factory
WHEELING, W. VA.
B. E. Stover, Sales Mgr.

Eastern Representative
GEO. K. DILLER
90 West Broadway, New York

*Lead**Plain or**Decorated*

BUTYRIC ETHER

(ETHYL BUTYRATE)

Butyl Formate
Iso-Butyl Formate

Amyl Caproate
Ethyl Caproate (Caproic Ether)

BUTYRIC ACID—All Strengths

ESTABLISHED 1882

THE NORTHWESTERN CHEMICAL CO.

The Largest Makers of Butyric Ether in the World

WAUWATOSA

WISCONSIN

Blind Chance or Certainty?

WHAT guides you in the selection of your medium-grade corks? Are you taking chances with the uncertain quality of unknown brands or do you make sure of definite standards by specifying



Circle © Corks

Uniform in Quality

Moderate in Price

Circle C Corks are strong and sound, of uniform quality and accurate size. They are cut, sorted, washed, counted and packed as

carefully as the famous Circle A's and Circle B's, and are worthy of the same confidence that is placed in these superior brands.

If you are not familiar with Circle C Corks, send 10 cents in coin or stamps for a sample bag of 100 in assorted sizes from 2 to 6. Sample bags of 100 Circle A's and Circle B's will be sent for 20 cents in coin or stamps.

ARMSTRONG CORK COMPANY

139 Twenty-third St., Pittsburgh, Pa.



DEJONGE Quality Papers



The business of this house was founded some seventy-five years ago to manufacture Surface-coated, Embossed and Art papers of the highest quality for perfume and toilet preparation Box Coverings. We shall be glad to have our branch representative call and help you select papers best suited to your requirements.

May we serve you?

LOUIS DEJONGE & CO.

69-71-73 Duane Street

NEW YORK



LET US SHOW YOU SOMETHING NEW!

Our designing department is continually bringing out new styles and patterns of boxes. Please let us have an opportunity to show you samples of Face Powder, Perfume and Combination Set Boxes.

*HAVE YOU SEEN THIS
BOX AT THE CORNER
DRUG STORE?*

ONE OF THE LARGEST
COMBINATION SET BOX
MANUFACTURERS IN THE
COUNTRY.

YOUNG BROS., *Displayologists*
(Reg. U. S. Pat. Office)
PROVIDENCE, R. I.

“CENTIFLEUR”

Will help you to produce best quality odors.

“METHYL XYLIC ESTER”

Will help you to produce lasting odors.

SAMPLES UPON REQUEST

VAN DYK & COMPANY

INC. 1904

4-6 Platt Street

New York, N. Y.

Increase Your Sales, Profits and Prestige!

We will manufacture for you, in bulk or complete package, your private brand dental cream, shaving cream, massage cream, cold cream, face or talcum powder, hair tonic, soft drink flavors—any chemical or pharmaceutical preparation for less than you can do it yourself.

WRITE FOR DETAILS.

Commercial Laboratories, Inc.

Newark,—New York State

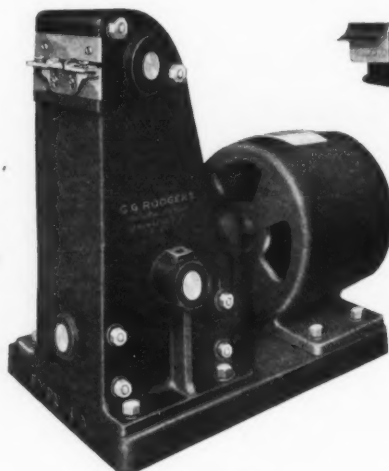


Mechanical & Chemical Equipment Corporation

PHILLIPSDALE RHODE ISLAND



*Manufacturers of all sizes and types of collapsible tubes
plain and decorated*

HAND TUBE FILLER

**Electric Driven
Power Crimping Machines**
 HEIGHT 12 INCHES WIDTH 7 INCHES
 LENGTH 14 INCHES WEIGHT 95 LBS.
 CRIMPS 0 TO 8
 $\frac{1}{8}$ H. P. MOTOR—RUNS FROM ANY LAMP SOCKET



**HAND TUBE
FOLDER.**
 Folds from 0 to 8
 clips. Weight, 5 lbs.

No. of Clip	Diam. of Tube
1	$\frac{1}{2}$
2	$\frac{5}{8}$
3	$\frac{3}{4}$
3A	$\frac{7}{8}$
4	1
4A	$1\frac{1}{8}$
5	$1\frac{1}{4}$
6	$1\frac{1}{2}$
7	$1\frac{3}{4}$

**THE CLIP THAT DOES NOT
CUT THE TUBE**

Use Clip Numbers when
 ordering From 0 to 8
 carried in stock
 Larger sizes furnished
 promptly

Tube, Jar or Powder Labor Saving Filling Machinery

Send for catalog of full line of hand and power equipment.

GEORGE G. RODGERS, Springfield, Ohio

"FENESTRA"

—Registered in U. S. Patent Office—



THE ideal Transparent wrapping for soap, perfumery, powder puffs, and countless toilet preparations. Fenestra will keep your goods, boxes, bottles and delicate labels clean and tidy on the dealer's counter or in the shop window as well as retaining delicate odors.

Fenestra is NOT gelatine. It is pure cellulose — tough, strong, airtight, grease and waterproof. It may be had colorless, in colors or embossed.

Genuine Fenestra is manufactured only by Compagnie la Cellophane, France.

Furnished in Envelopes, Bags, Discs and Labels

Write for Samples and Prices.

B I R N & W A C H E N H E I M

Exclusive importers into the United States.

121 W. 17th Street

New York, N. Y.





*Too many fingers
in the Pie
Jar*

WHATEVER you make—salve, ointment, emollient—it is going to be better packed, be more inviting, and be more cleanly and sanitary and convenient in use when you pack it in tubes.

The glass jar and tin box are messy and unclean—they invite dirt and expose their contents to everybody's fingers. Tubes protect the product—keep it fresh and sanitary.

They add the touch of perfection to better products. If you don't use tubes now, you will not be a pioneer when you do get around to them. Manufacturers by the hundreds use Peerless Tubes as the better way to present their products to the consumer.

Your product will have an added asset when you pack it in Peerless Tubes.

Tell us what your special requirements are and we will tell you about Peerless Tubes that meet their need.

FACTORY & MAIN OFFICE:

35 Locust Ave.
Bloomfield, N. J.



CHICAGO AGENTS:

Meadows & Tower
82 Washington St.



Appearance Can Arouse Desire

THEREFORE THE DISPLAY OF A PLEASING BOX PRODUCES
A DESIRE FOR THE GOODS IT CONTAINS.

We Specialize in Round Face Powder Boxes

Write before placing your next contract.

The Randolph Paper Box Co., Inc.

1307-1313 Ross St.

Richmond, Va.

MIMOSA C

per lb. \$16.00

per oz. \$1.10

This wonderful synthetic is adaptable to any bouquet and imparts a touch of originality which is hard to duplicate.

"The Use Test is the Only Test"

COMPAGNIE PARENTO, Inc.

NATURAL AND SYNTHETIC RAW MATERIALS
FOR THE PERFUME AND SOAP MANUFACTURER

GENERAL OFFICES
505 Fifth Avenue
NEW YORK CITY
Tel. Vanderbilt 4736

WORKS
CROTON-ON-HUDSON
NEW YORK

WESTERN OFFICE
410 So. Michigan Ave.
CHICAGO, ILL.
Tel. Harrison 7207

IF YOU WANT

BUSINESS OPPORTUNITIES

Wanted—Agency or to represent manufacturer of advertised toilet preparations in New England. Address Box B. O. No. 996, care of this journal.

HELP WANTED

Wanted—Salesmen calling upon the extract trade to make connection with Pacific Coast House handling Tahiti Vanilla Beans. Address H. W. No. 986, care of this journal.

SITUATIONS WANTED

Essential oil salesman with wide knowledge of oils and synthetics is desirous of connecting with a good house. Address in confidence S. W. Box No. 999, care of this journal.

The cost is only 50 cents per line per issue payable in advance.

- a good position
- a superintendent, chemist, salesmanager or other experienced help
- to start in business
- to purchase a business
- to buy, sell or exchange machinery, equipment or material
- a formula, etc.

An American Perfumer classified advertisement will find exactly what you want.

Perfumer Pub. Co.

14 CLIFF STREET
NEW YORK, N. Y.



Surpassing Workmanship

To the beauty of ROWELL paper boxes which first attracts the customer, must be added their surpassing workmanship and durability which helps to bring *repeat orders*.

In designing boxes we cooperate with manufacturers to a common end—the increase of sales and the establishment of *permanent good will*.

E. N. Rowell Co., Inc.

Batavia, New York



Pencil Box—one of our many specialties



FOR the handling of large quantities of small boxes of every description for the Drug and Allied industries, our Factory is equipped with modern, automatic machinery that is the last word in paper box manufacture.

But the mechanical features of our work are no more important than the quality of our service.

E. N. Rowell Co., Inc.

Batavia, New York

GLOBE COLLAPSIBLE TUBE CORPORATION

401-405 JEFFERSON ST., HOBOKEN, N. J.

Plain

Quality containers of elegance and refinement—and more—they are mechanically perfect.

Decorated

MANUFACTURERS OF
PURE TIN AND LEAD-ALLOY COLLAPSIBLE TUBES

EVERGREEN CHEMICAL CO.

Blenders of Conc Flower Oils and Colors

Established 1898

9 CHURCH ST., NEW YORK

Try these few, Extra Quality and Value.

FOR COLD CREAM

Rose "E," lb. \$25.
4 oz. to 100 lbs.
A Cream "Seller"
and Advertiser.

Lemon Cream Oil,
lb. \$12. 6 to 8 ozs.
to 100 lb. Will not
oxidize or burn
the skin.

FOR GREASE- LESS CREAM

Lilac No. 100—
per lb. \$9.
6 ozs. to 100 lbs.
Successful for 15
years

QUININE "F" OIL

lb. \$7. Guaranteed
to produce odor
of the imported.

Full assortment of odors, various grades, for Creams, Face and Talcum Powders, and all Toilet Preparations.

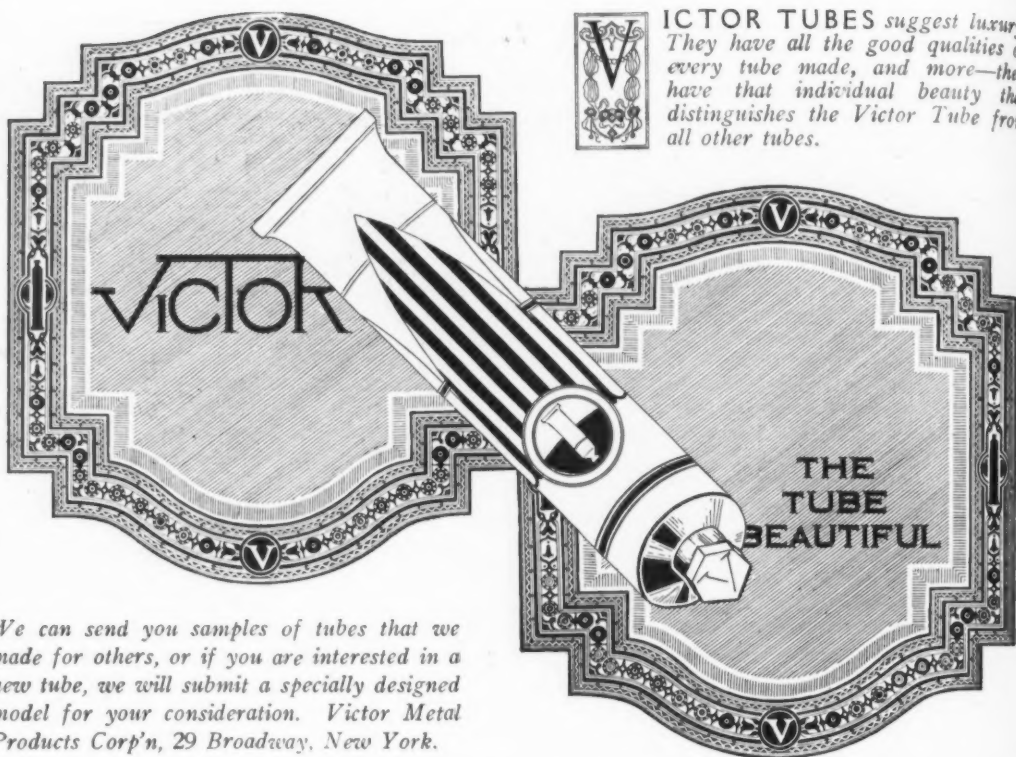
We are Headquarters for

Blended Conc Flower Oils

Booklet of Toilet Formulae, and complete price list on application; also if you have any difficulties to overcome, write us, we may be able to assist you. No obligations.

ECCO OILS

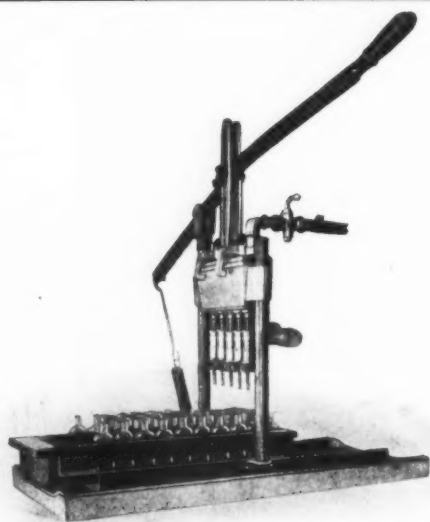
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VICTOR TUBES suggest luxury. They have all the good qualities of every tube made, and more—they have that individual beauty that distinguishes the Victor Tube from all other tubes.

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We can send you samples of tubes that we made for others, or if you are interested in a new tube, we will submit a specially designed model for your consideration. Victor Metal Products Corp'n, 29 Broadway, New York.



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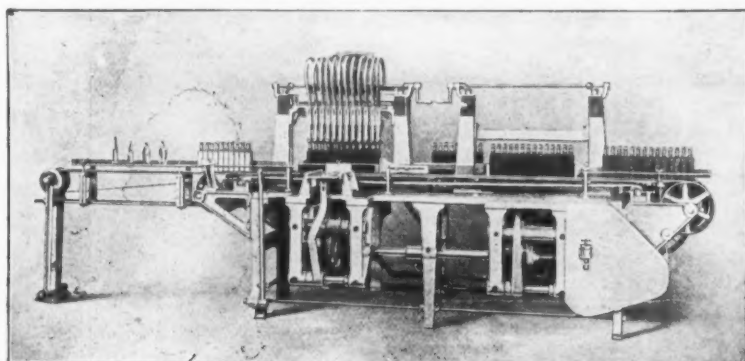
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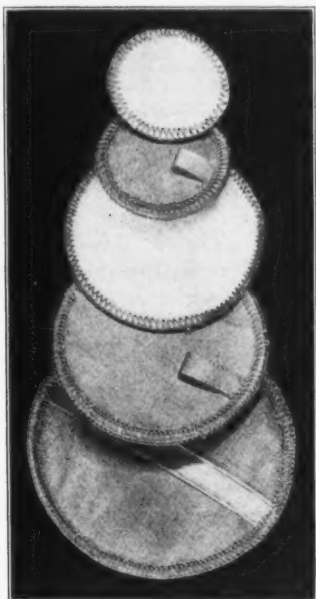
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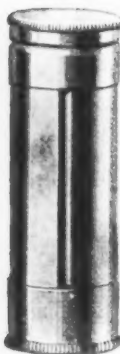
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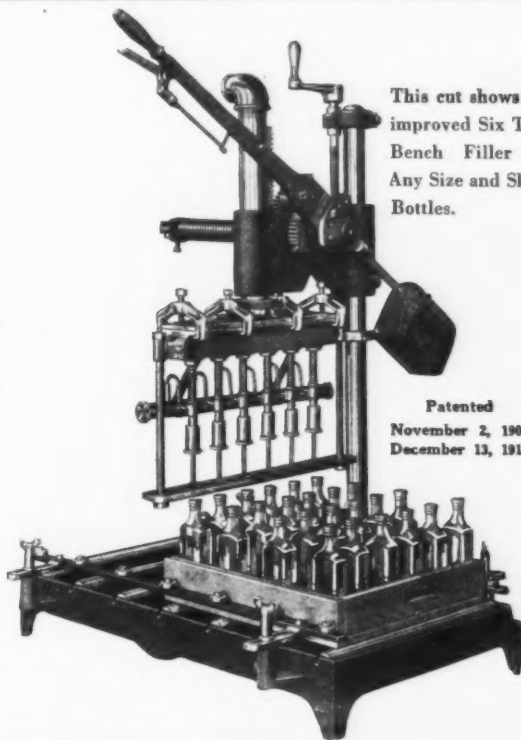
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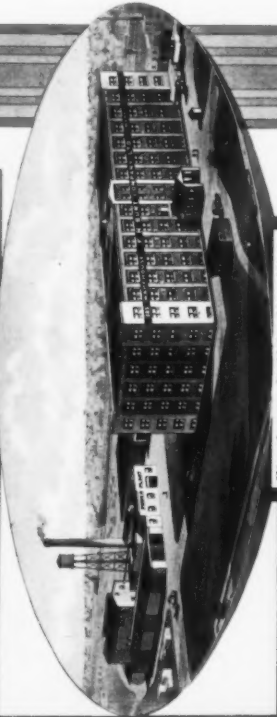
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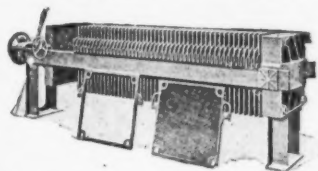
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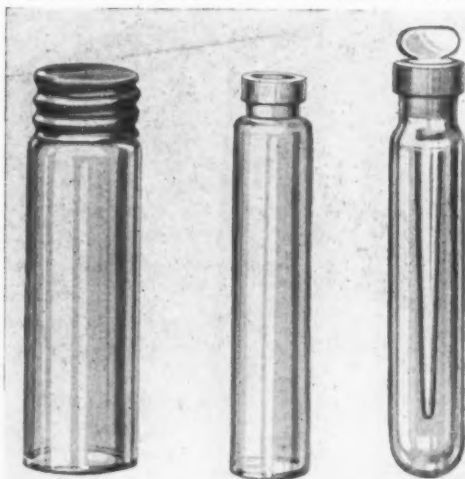
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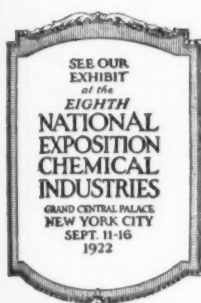
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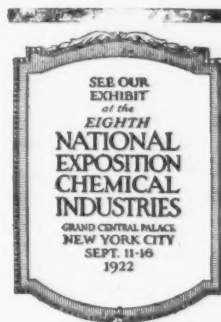
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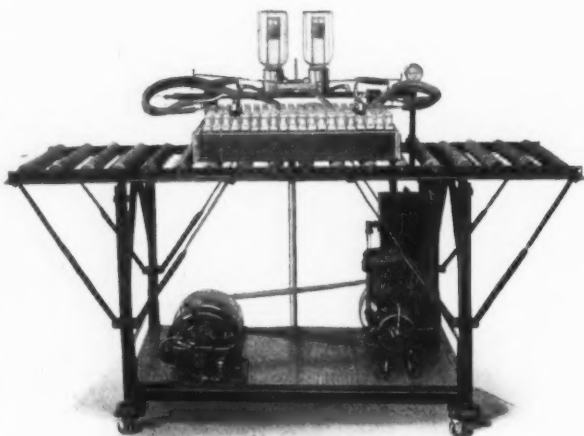
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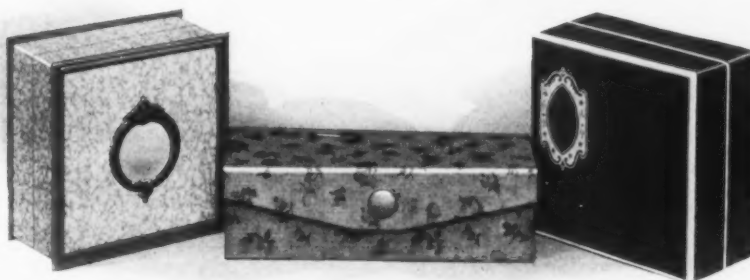
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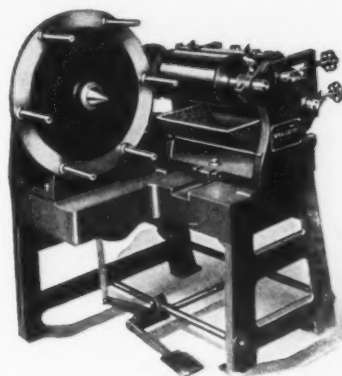
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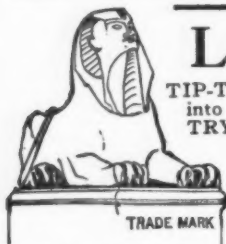
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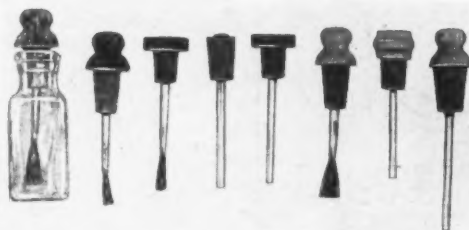
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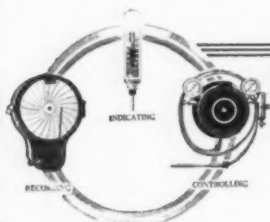
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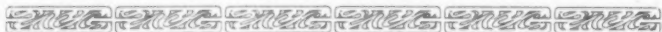
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AROMATIC AND SYNTHETIC CHEMICALS

E. SACHSSE & CO.,
ESSENTIAL OILS AND AROMATIC CHEMICALS

DR. F. RASCHIG, CHEM. FABRIK,
MUSCS

ALBERT SCHOLTZ, CHEMISCHE FABRIK,
SAPONINE

WOLL WAESCHEREI & KAEMMEREI,
"GOLDEN FLEECE" LANOLINE

—THE—

All Milk Rolling Massage Cream

also

Cold Cream and Greaseless Cream

Fine Quality—Better Price

Send for price list.

AMERICAN PERFUMERY CO.
188 Grand St. New York, N. Y.

Sell These Specialties Under Your Own Name

1. Jeunesse Liquid Rouge.
(Not affected by moisture or sea water.)
2. Jeunesse Wrinkle Lotion.
(Absolutely removes wrinkles and tones up the skin.)
3. Jeunesse Wrinkle Cream.
(Sells readily.)

Jeunesse

70 CORTLANDT ST.
NEW YORK, N. Y.

Write for information and samples

CRYSTALART

TRADE MARK

Finest Glassware

Designed to suit the most critical,
without exception the most distinctive
line in the United States.

Let our artists design your new
line or improve your present one.

BEFORE YOU BUY CONSULT US

SATISFACTION GUARANTEED

MINIATURES



Many Varieties

CHICAGO SEATTLE SAN FRANCISCO

W. John Buedingen

Direct Factory Representative

Five Sixteen Fifth Avenue

New York City

**HEMINWAY
SILKS**



**An Exquisite
Final Touch!**

MUCH of the attention—and sales-value of toilet products depends on their artistic appearance. Note the final touch of richness that The Melba Mfg. Co. have added to their product (here illustrated), by tying it with Heminway Package Silks.

Made to match any shade of packing; for general use as well as for perfumes. Samples of five different qualities gladly sent on request.

THE H.K.H. SILK COMPANY
of N. Y., Inc.
120 E. 16th Street, N. Y. City
Dept. T

CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to PERFUMER PUB. CO., 14 Cliff St., New York.

BUSINESS OPPORTUNITIES

SYNTHETIC PERFUMES

Swiss factory established 20 years wishes to get into contact with American financiers or perfumers with a view to promoting a company for the erection of a factory in the U. S. A. Please write to P. 24047 Z., Publicitas, Zurich.

SOAP FACTORY, SHANGHAI, CHINA—Modern plant for manufacture of laundry and toilet soap, with complete glycerine refining plant wishes to sell outright as going concern or to sell control and turn over management. An opportunity for soap manufacturer having brands established in China, to combine cheap labor and Chinese raw materials and take full advantage of the Oriental markets. For full particulars address Oriental, 328 Ninth St., Oakland, Calif.

FOR SALE—Arthur Colton collapsible tube filling and also one closing machine cheap. Both machines power operated. Dr. Zamm, Greensburg, Pa.

WANTED—Will pay good price for mixer for tube flavors, tube filling, crimping and allied machines. Wade Extract Co., East Orange, N. J.

WANTED—Product for manufacture suitable preferably for grocery or drug stores. Must have some special appeal or interest to consumer. Will put money and experience behind right product. Address B. O. No. 1002, care of this journal.

(Continued on page 102)

MECCA



V. D.

an odor from far off Southern Arabia, just as REFRESHING as the waters from the Well Zamzam in the Kaba of Mecca.

After many months of blending, I have been able to develop a TRUE ORIENTAL perfume for Toilet Waters.

MECCA V. D.

The real, true Oriental odor. No harsh, disagreeable Sandalwood or Patchouly odor predominating; perfectly blended, and will INCREASE your ORIENTAL TOILET WATER demands.

Can be manufactured with any of the Special Denatured Alcohol formulas and will give SUPRISING RESULTS.

MECCA V. D. IS THE MECCA OF ORIENTAL PERFUMES.

\$24.00 lb.

\$1.60 oz.

Samples and working formulas will be furnished upon request.

L. A. VAN DYK

Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

Shipkoff's Pure Otto of Rose

Nature ordained that Otto of Rose should have certain Chemical and Physical Constants. Oil can be blended—having the same Constants; but it will *not be Otto of Rose*. *Shipkoff's Otto of Rose is Nature's Otto*. The odor cannot be imitated.

Before placing your contract, be sure to get Shipkoff's sample and price, and try it. *Once Tried—Always Used*.

Highest Awards at All Universal Expositions—
Including Four Grand Prizes.

SHIPKOFF & CO., Ltd.

Branch Office in Kazanlik

SOFIA, BULGARIA

Model steam factories in Kazanlik, Kalofer, Karlovo and Rahmanlari

American Distributors:

ANTOINE CHIRIS CO., 147-153 Waverly Pl., New York, N. Y.



REPEAT ORDERS

FOR OUR STOCK LABELS
TELL THE TALE!
ENGRAVED LETTERING GIVES
THAT DISTINCTIVE LOOK

LABELS IN STOCK FOR

HAIR TONIC	SHAMPOO
TOILET WATER	CREAMS
BANDOLINE	COSMETICS
PERFUMES	EXTRACTS
TALCUM	POWDER WRAPS
SACHET ENV.	

SEND FOR OUR LATEST BOOK OF
STOCK PERFORMING LABELS

THE JARDEN LITHO.CO.
308-312 N. 10TH ST. PHILA.,PA.

A Manufacturing Opportunity

An ideal factory property located in New Jersey town having direct rail connections and ready accessibility to all markets.

At present devoted to the manufacture of stearate of zinc, but readily adaptable to any manufacturing operation requiring not more than 3,000 square feet of floor space.

THE PROPERTY:

PLOT. Corner, 125 feet by 100 feet.

PLANT. Two stories and basement, newly built, hollow tile and stucco construction. Ten horse-power locomotive type boiler. Electric light and power current.

EQUIPMENT. All modern appliances for the manufacture of stearate of zinc. Capacity over 6000 pounds weekly.

DWELLING. Stucco, slate roof. Seven rooms and bath. Parquet floors, hardwood trim, electric lights, hot water heating, etc. Tastefully furnished and surrounded by well kept grounds.

GARAGE AND BARN. Affording ample storage space.

PRODUCT. U. S. P. Standard, of a quality demanded by producers of the higher grade of cosmetics. Manufactured under secret formula and has been distributed under well known trade name for over ten years.

Offers may be submitted for all or part.

Inspection by appointment.

Principals only.

JOSEPH M. TAYLOR

1790 Broadway - - - New York City

(Continued from page 100)

BUSINESS OPPORTUNITIES

WANTED—A Tooth Paste formula with all the data that goes with the manufacture of this preparation. It must be of the sort that won't harden—or change with changing temperature and, above all, it must possess an inviting taste. Samples and your price should be sent to B. O. No. 1003, care of this journal.

WANTED—A powder mixer and sifting machine, power driven, capacity from 100 to 200 lbs.; must be in good condition and cheap. Address B. O. No. 1006, care of this journal.

WANTED CHEMIST—Our capital and plant is available to a chemist who can manufacture a salable pharmaceutical or fine chemical product. This is an unusual opportunity for chemist to share in profits. Replies treated confidentially. Address B. O. No. 1007, care of this journal.

HELP WANTED

CHEMIST familiar with analysis of essential oils; good opportunity for right man. Call or write, Morana, Inc., 118 E. 27th street, New York.

(Continued on page 104)



ESTABLISHED 1890

FOREIGN—**TALC**—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

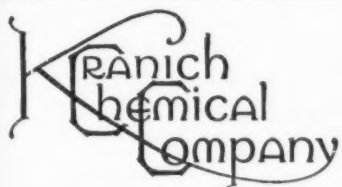
INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York



Liquid Shampoo

115 Ninth St., B'klyn, N. Y.

COCOA BASE SOAP
OLIVE BASE SOAP
SHAVING CREAM
CASTILE SOAP
LIQUID SOAPS
U. S. P. 9.h GREEN SOAP

Silver King

45%

Pine Tar

Quinine

Opal Olive

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO

SALES Opportunities in Nail Clippers :-:



Actual Size, Gem Jr.

Write for full Information

THE H. C. COOK CO.

Ansonia

Conn.

ROBERT NEUMANN

Manufacturer of

"QUALITY" Paper Boxes

Specialties:

Hand and Machine Made Face Powder and Perfume Boxes

1401-1411 Plum St.

CINCINNATI, OHIO

PRIVATE BRAND

ONE QUALITY ONLY



MANUFACTURERS

ROUGE and FACE POWDER COMPACTS

LIP ROUGE, LIP POMADE,
NAIL POLISH

(Cake form)

IN METAL and PAPER BOXES

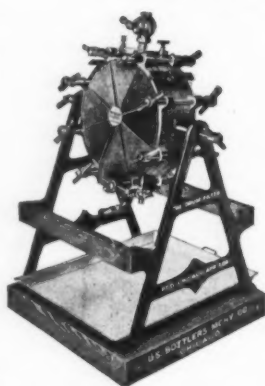
Centrally Located for Quick Shipments

ABONITA COMPANY, Inc.

134 S. CLINTON ST.

CHICAGO

Finer Filtration



helps
to
make
finer
perfumes

The famous U. S. Drum Multiple Disc Filter is giving this very profitable help to many perfumers today.

Made in two sizes—both of them of exceptionally fine bronze and brass, finely machined, heavily tinned inside, nicked and polished outside.

Filtering media according to your products—easily inserted and changed.

U. S. Strainer Filter

A less expensive but very efficient filtering machine where a high quality of straining is more essential than brilliantly polished filtration.

Either of the above can be fitted with pumps.



U. S. BOTTLERS MACHINERY CO.
INCORPORATED

BOTTLING AND PACKAGING ENGINEERS

EXECUTIVE OFFICES AND SHOPS

4017-4031 N. Rockwell St. Chicago, Ill.

Eastern Office and Display Room
15 Murray St., New York, N. Y.

(Continued from page 102)

HELP WANTED

SALESMAN with full knowledge of perfumers' raw materials wanted to sell a high grade line of synthetic chemicals and specialties. Must be willing to travel most of the year. A. L. Van Ameringen, 15 Irving Place, New York, N. Y.

SITUATIONS WANTED

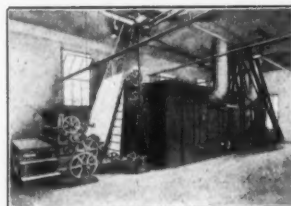
PERFUMER with university training, at present employed by well known American perfume and specialty house desires position with reliable firm, able to take complete charge of manufacturing department in a perfume and specialty house. Address S. W. No. 1009, care of this journal.

PERFUMER, experienced in the preparation of toilet goods in general, rouge compacts, lipsticks, etc., desires connection with reputable concern. References. Address S. W. No. 1005, care of this journal.

PERFUMER-CHEMIST, now in charge of manufacture of perfumes and toilet preparations, who understands purchasing and packaging and has a thorough technical education, seeks new connection. Address S. W. No. 1008, care of this journal.

CLEAN-CUT ex-service man, 30, ambitious, well educated, having executive ability, desires position in sales office or manufacturing end of reliable growing company. Experienced in modern production methods soap perfumes, toilet soaps, toilet creams and other cosmetics; office management, correspondence, auditing and accounting. Future more desirable than large starting salary. Best of references offered. Address S. W. No. 1004, care of this journal.

DRYING



The "Proctor" Automatic Chip Soap Dryer

Transforms hot boiled soap into thin, uniformly dried chips in one continuous, rapid operation. Saves time, labor and space. Many installations prove it unrivalled for efficiency and economy.

Send for a catalogue.

PROCTOR & SCHWARTZ, INC.
Formerly The Philadelphia Textile Machinery Co.,
Philadelphia, Pa.

"Proctor"
DRYERS

EAU DE QUININE—AROMATIQUE

Highly concentrated, specially distilled and compounded with a powerful spicy and penetrating odor so much desired in a Quinine Hair Tonic.

VEGETALINE

Produces a high grade green leaf effect. Gives vegetal type. Only product of its kind on the market. Pound \$16. Sample ounce \$1.

Eau de Rose Soluble Concentrate

True petal odor of French red rose, 20 grammes of Eau de Rose Soluble Concentrate at a cost of 40 cents will make one gallon of the finest rose water. Also Soluble Concentrate for true orange Flower Water. Our Guarantee—Order a trial pound. Test it. If not entirely satisfactory your money will be refunded by return mail.



UNITED LABORATORIES

Manufacturers and importers of synthetic and artificial perfume materials. Complete line of compounded bases for perfumes and all toilet preparations

Phone—Broad 4873.

11 SO. WILLIAM ST., NEW YORK

If You Buy
Toilet articles or proprietary remedies, flavors in tubes, or any of a hundred different articles that you do not want to make. If you are paying high freight rates from the east. If you are not satisfied with the products you are now using. If you want your products made according to your formulae. If you are desirous of merchandising products that are individual, not the same as your competitors but created for your requirements and sold to you only. If you are interested write. We are big enough to take care of your wants, we are small enough to look after the details. We are centrally located and have all Chicago's facilities back of us. We are saving many—time, worry, and money. Why not you? We are
THE R.S.S. LABORATORY.

4204-6 W. LAKE ST. CHICAGO.

Mr. Perfumer

We are offering the finest quality Paper Boxes at prices in line with local competition.

All quotations are F. O. B. your plant.

Why not try us for prices, service, and snappy style boxes.

McBrady Bros. Sales Corp.

186 N. La Salle Street
CHICAGO, ILL.



GLASS VIALS



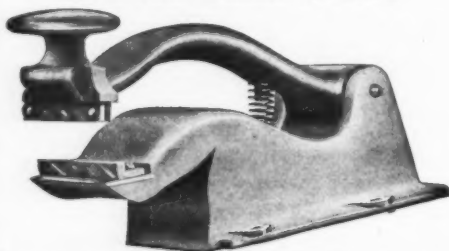
Automatic Machine Made, Are Uniform
in Capacity, Corkage, Height and Width

Especially Adapted for the Perfume Trade

KIMBLE GLASS COMPANY

VINELAND, N. J. CHICAGO, ILL. NEW YORK, N. Y.

THE BEST
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.

BIGGER, BETTER, MORE ORDERS

Displaying Samples Quickly
Attractively, Convincingly in
KNICKERBOCKER

"MADE-RIGHT"
SAMPLE CASES



Write Dept. 80 Today for Pictorial Catalog Showing
Designs of Cases for ALL Lines.

KNICKERBOCKER CASE COMPANY

Specialists and Original Designers

224 N. Clinton Street

CHICAGO

THE

TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING

THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.

CINCINNATI, OHIO

DESCOLLONGES FRERES

LYON, FRANCE

We beg to announce two new and particularly interesting products.

INCENSE D.F.

This oil is prepared from Incense resin by our special process and gives with great tenacity the true smell of burning Incense.

PERMANOL

A very lasting product which gives the glowing and hieratic note of Arabian Incense; the best base for obtaining Oriental and Amber Bouquets.



Sole agents in
United States and Canada

BENJ. FRENCH, INC.
160 Fifth Avenue
New York

Do You Fill Powder Into Boxes?

Take a look at

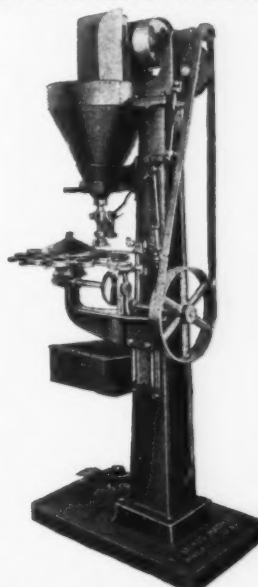
STOKES

Automatic
Box Feeding
Attachment

Can be used
on any

STOKES POWDER FILLER

Increases
Capacity
40%



Send for Circular

F. J. STOKES MACHINE CO.
6112 Tabor Road, Olney P. O.
PHILADELPHIA, PA.

Cl. Combes Laboratories

LYONS, FRANCE

FIXOL

AZAROL

BETULINE

*Cosmetics made up under
your own label*

Marschat Import Co., Inc.
500 FIFTH AVE. NEW YORK, N. Y.

Foreign Agencies

PARIS LONDON ANTWERP PRAGUE

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**
All Varieties

Wyrol

Reg. U. S. Pat. Off.

The Quality White Mineral Oil

For COLD CREAMS and LOTIONS

Absolutely colorless, tasteless and odorless

Our representative will call upon request

CHEMICAL PRODUCTS DIVISION
STANDARD OIL CO. (NEW JERSEY)
44 BEAVER ST., NEW YORK

BUYERS OF MASCARO STYLE BOXES

Will be interested in our perfected method of production on this type of box. It provides perfect fitting boxes with exceptional strength. The cost is lower.

PICTORIAL PAPER PACKAGE
C O R P O R A T I O N

General Office: Aurora, Ill.

Chicago Office: Erie and Green Sts.



MAKERS OF SOAP
NEARLY HALF A CENTURY

HARRAL SOAP COMPANY, Inc.

132 TO 136 HAVEMEYER STREET

246 TO 250 SO. FIRST STREET

BROOKLYN. N. Y.

SHAMPOO BASE
LIQUID SHAMPOO
LIQUID TOILET SOAP
SURGICAL GREEN SOAP
SHAMPOO PASTE

POWDERED SOAP
U. S. P. CASTILE BARS &
POWDERED
SHAVING POWDER
TOILET AND BATH SOAPS

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See Our Exhibit at the Chemical Exposition
Week of September 11th—Booths No. 326-7, 330-1

Manufacturers:

Solvents
Absolute Alcohol
Higher Alcohols
Esters

Alcohol Products
Ether
Ethylene
Iodine (Distilled)

Iodine Products
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 New Orleans 1008 Maison Blanche Building
 New York 27 William Street
 Philadelphia Pennsylvania Alcohol & Chemical Co.
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U. S. INDUSTRIAL CHEMICAL CO.



Artistic Seals at Attractive Prices

EMBOSSSED seals of quality. Increase the efficiency of your present seal or label and decrease their cost.

Send us a sample of your present label. If you have no label, permit us to create one for you. Let us quote you our price on your quantities and let us prove how much we can save you.

Samples and estimates cheerfully furnished.

Atlas Label Co.

119 Lafayette St. New York, N. Y.


H. D. Smack Co.

*80 John Street
New York*

**I All grades of
VANILLA BEANS**

GUMS
*Arabic Tragacanth
Crude Powdered*

POWDERED KARAYA GUM





HARD—WHITE—ODORLESS

STEARIC ACID

MADE WHITE

PACKED TIGHT

DELIVERED RIGHT

Pure Stearic Acid in Convenient Size Cases
RUB-NO-MORE CO. FORT WAYNE, IND.

SUPERFINE SHAMPOO BASE

We have the finest Coconut Oil Base made for making shampoo. It is expressly made for this purpose. Complete formula for the asking with sample.

PENNSYLVANIA OIL COMPANY

173 North Green St.

CHICAGO, ILLINOIS

TRADE **HENASOAP** MARK

REG. U. S. P. OFF.

EGYPTIAN HENNA SHAMPOO

HENASOAP SHAMPOO is a combination of the active coloring principles of Hopkins Egyptian Henna with Hopkins Neutral White Soap—delicately perfumed.

HENASOAP SHAMPOO gives a rich, creamy lather, cleanses the scalp—gives a glint to the hair and makes satisfied customers

HENASOAP SHAMPOO is sold to manufacturers only

Send for Sample and Quotation

J. L. HOPKINS & CO.

100 WILLIAM STREET

IMPORTING DRUG MERCHANTS

NEW YORK CITY

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Pennsylvania Oil Co.	110	Sparhawk, Chas. V.,	71	Zagara, La.,	Insert between 40 and 41
		Standard Automatic Machine Co. ..	85		
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COLLAPSIBLE TIN AND LEAD TUBES

Plain and Decorated

Sprinkler Tops, Essential Oil Cans, Screw Caps

We are not large advertisers—you get the benefit in prices

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

ESTABLISHED 1858



**THIS
COMBINATION
COLLAPSIBLE TUBE CLOSER
AND CLIP FASTENER**

shown in illustration, not only saves floor space but the necessity of re-handling of tubes, where a separate machine is installed for each operation.

By employing this machine, you therefore increase production and decrease the cost.

Write us today for Catalogue "C," fully illustrating our full line of *Collapsible Tube Filling and Closing Machines*, as well as *Clip Fasteners and Clips*.

ARTHUR COLTON COMPANY

Manufacturers of

Pharmaceutical Machinery & Laboratory Appliances

2604 E. Jefferson Avenue

Detroit, Michigan

IS YOUR NEW TRADE MARK VALID?

Before you go to the expense of getting labels for a new perfume or toilet preparation, why not find out whether you have a right to use them?

Our trade mark department answers all your questions, and conducts special searches in the U. S. Patent Office for a moderate yearly fee and also handles separate cases.

Write for full particulars and save money and annoyance.

Trade Mark and Patent Dept., Perfumer Pub. Co.
14 CLIFF STREET NEW YORK

COMPACT INFORMATION NO. 12

Service and Quality

☐ In these days when you need Rush Service, are you mindful of the Quality of your Compacts?

☐ You can always depend on the high quality of our Compacts, Large and Small, whether it is rush or wait, since we only know the best.

☐ It will pay you to use our Service and Quality.

☐ You cannot go wrong.

OXZYN COMPANY

154—11th Ave.

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*Originators of NATURAL ROUGE for
Brunettes, Blondes and Olivettes.*

Lip Rouge :: Cosmetique :: Eye Brow Pencils

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET
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Paper
BOXES
for
Toilet Preparations

W·C·RITCHIE
AND COMPANY
CHICAGO
Established 1866



Back Your Finished Products With Our Amalie Raw Materials

Be assured that Amalie Brand Products will make your results certain.

Blend our high standards with yours and secure uniform superior quality.

AMALIE TECHNICAL WHITE OIL

Coupled naturally with the production of Amalie Medicinal White Oil, is the refining of a suitable technical oil for use in the manufacture of cold cream, cosmetics, toilet preparations, etc.

Amalie Technical White Oil is a high grade product. It is a sweet, practically odorless and tasteless Mineral Oil. It is colorless, and in appearance like a Medicinal Oil. Its sweetness makes it a particularly desirable oil for use in the manufacture of cold cream, for use as a spray, and for the many purposes for which a high grade Technical Oil is required.

Also makers of Amalie Medicinal Oil, Amalie Petrolatums, U. S. P., and Amalie Snow White Mineral Jelly.

L. SONNEBORN SONS, INC.

General Offices: 116 Fifth Avenue, New York City

Refinery: Petrolia, Pennsylvania

Manufacturing Plant: Nutley, N. J.

OIL CELERY CALIFORNIAN

OIL FENNEL SEED CALIFORNIAN

OIL LEMON CALIFORNIAN

From ripe fruit

OIL ORANGE SWEET CALIFORNIAN

From ripe fruit

From our Works at National City, Cal.

W. J. BUSH & CO., Inc.

370 SEVENTH AVE.

NEW YORK, N. Y.

Chicago Office: 54 W. Lake Street

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Fabrique de La Sabrane

GRASSE (A. M.) FRANCE

The flower essences of new crop are now arriving, and we are in position to supply you at interesting figures. It will pay you to investigate this line.

Absolute Flower Essences

Liquid Flower Essences

Concrete Flower Essences

Pomades

We have new prices, very attractive, effective August 15.

We also offer

Oil of Neroli

of a very superior grade at an interesting figure.

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Sole Agents:

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Paris and Lyons, France

One of the leading perfumes in Paris
today is

LILAC

and *the* most famous synthetic today,
not only in Paris, but elsewhere, is

Givaudan's Lilac No. 7

Have you tried it?

We also have a full line
of all other synthetics for
Perfumes, Soap and Toilet
articles.

L. GIVAUDAN & CO.

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NEW ORLEANS
PHILADELPHIA
SAN FRANCISCO
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FRITZSCHE BROTHERS, INC.
82-84 BEEKMAN STREET, NEW YORK CITY

PERFUME MATERIALS

of

SPECIAL DISTINCTION

RED ROSE, (SCH. & CO.):—

Man and nature in harmonious combination, at their best in this splendid synthetic. An aroma distinctively perfect of full blown Red Rose Petals. Unusual odor yield assures economic use even in the least expensive toilet preparations.

ROSE ALCOHOLS:

PHENYL ETHYL ALCOHOL
GERANIOL
CITRONELLOL

Scientifically correct; no by-products present, hence no by-odors. Specially manufactured for the more delicate flower perfumes wherein traces of foreign bodies are particularly destructive. Be convinced by requesting a test sample.

PARMA VICTORIA } VIOLETS (SCH. & CO.):—

Are again available although stocks here are still light. These supreme Violet bodies based on extractives from the respective flower types are advantageously used in combination with, or to replace, Pomade Wash, Liquid and Solid Concrete. The reinforcements have been so successfully chosen that the live character of the petal perfume is not sacrificed in any degree in the acquisition of remarkable odor strength and freedom from "flatness" which outstandingly characterizes these bases.

ORRIS, TENFOLD

(SCH. & CO.):—

A Violet adjunct completely freed of inert material. Ten times stronger than the Concrete and cheaper in use.

Sole Agents in the United States and Canada for

SCHIMMEL AND COMPANY, Miltitz (near Leipzig) Germany

and

GRAS AND COMPANY: Cannes, France

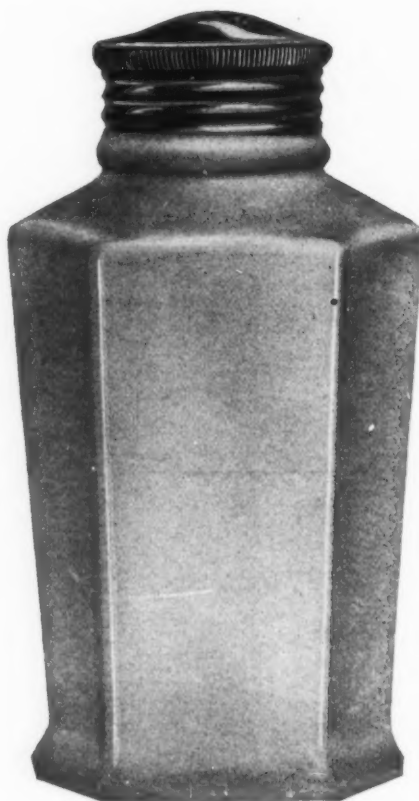
Containers of Refinement in keeping with your product

INNUMERABLE variety of alluring design and decorative effect — each number carrying a direct sales appeal and the indelible stamp of *Empeco* Quality.



Metal Package Corporation of N.Y.

Executive Offices - 509 Fifth Ave. New York City
Plants - New York City, Baltimore, Brooklyn.
Chicago Office, City Hall Square Building.



No. 410—4 OZ. TALCUM JAR
Fitted With Brass Sifter Shut Off Cap



T. C. WHEATON CO.
EXPERT BOTTLE BLOWERS

165 BROADWAY
NEW YORK CITY

MILLVILLE,
NEW JERSEY



Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



Success and Popularity

in these days of intense competition are never accidental. The manufacturer who keeps on the alert as to market conditions throughout the world, invariably receives a reward for his up-to-date tendencies. On the other hand, in making perfumes and perfumed products in general, quality is the foremost adjunct to bring success—that means first of all absolute purity and highest quality of raw materials employed.

Recently we received a rather alarming inquiry from a million dollar concern regarding the crop conditions of the world's supply of Otto of Rose—the unchecked disease of the Rose bushes,—leading directly to the profiteering of the middle man and looking forward to the continuous exorbitant fluctuating prices. Why worry about crop conditions and serious fluctuations when Synfleur line can overcome every difficulty? We have clients who have used Synfleur Otto of Rose materials for years and who have learned from experience that Synfleur line affords the long sought opportunity of obtaining goods in the U. S. A., manufactured by American ingenuity and which supplant in a most advantageous manner these natural products, making them independent of European crop conditions completely.

Speaking of Otto of Rose, let us quote a statement made by the managing chemist of a large manufacturing house.

"Synfleur Rose materials are not only an excellent substitute for the natural goods, but I consider them an improvement over the natural products."

This is merely the unbiased verdict of experience.



Rosol-Synfleur

Pounds - - \$39.75
Trial Ounces - 2.70



Synfleur Scientific Laboratories, Inc.

Founded 1889, by Alois von Isakovics
M. Upshur von Isakovics, Pres. and Treas.
Monticello, New York, U. S. A.



THE AMERICAN PERFUMER—SYNFLEUR INSERT No. 145B.

COPYRIGHT, 1922, BY M. UPSHUR VON ISAKOVICS



Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



Synfleur Rose products include every shade of the Rose odor. "If eventually why not now" supplant your Otto of Rose by Rosol, a sweet Otto of Rose flower oil of the distilled Rose Oil type. It gives supreme

service for all perfumery purposes where this particular type of odor is wanted. It may be used alone or in combination with the natural goods if so desired. Being absolutely free from the odorless waxy paraffine stearopten, present in the natural product, Rosol is more powerful in odor and its use far more economical.



Rosol-F-Synfleur

Pounds - - \$52.50
Trial Ounces - 3.50

We manufacture Otto of Rose materials at lower prices, making this particular odor available in conjunction with some of the cheaper toilet preparations, and we also offer Rosol-A, Rosol-B, Rosol-D and Rubiol.

Clear distinction must be made between the Rose materials that duplicate the Otto of Rose odor,—that is, the distilled oil, and the many other Rose materials which duplicate the odors of the various species of Rose which differ quite remarkably in odor character. It is now possible in a most advantageous manner to duplicate the soft odor of the Tea Rose, the delightful fragrance of the Damask Rose, the Red Rose, Jack Rose or American Beauty Rose, the Gloire de Dijon



Synfleur Scientific Laboratories, Inc.

Founded 1889, by Alois von Isakovics
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THE AMERICAN PERFUMER — SYNFLEUR INSERT No. 145C.

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Synfleur Quality

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Standard Perfume and Flavoring Materials
Manufactured in the United States of America



Rose, White Rose, Moss Rose, as well as a number of other varieties, which have a most delightful perfume.

Rose materials may be used for any purpose, selecting them according to the type of Rose scent desired and according to the exact grade of goods wanted. Our new Market Report, now being printed and a copy of which will be mailed to you within the next few days, lists our Rose materials and the accessory Rose products completely. Watch for same---and you will profit very materially and you will thank us for the hint.

Manufacturers utilizing natural goods for any specific purpose will find it most profitable to get in touch with us, giving us an idea as to their requirements, the specific purpose for which materials are wanted, and Synfleur line will gratify any taste. The old fashioned Rose pomade washings or extraction of Rose Concrete can be replaced at a fraction of the cost in any perfume formula. We cordially solicit inquiries along these lines. We are not only fully conversant with the subject, but our Rose line is so complete that any preference can be duly gratified.

Do not delay writing us—we await the good word.



Rose-C-Synfleur

Pounds - - \$65.00
Trial Ounces - 4.30



Synfleur Scientific Laboratories, Inc.

Founded 1880, by Alois von Isakovics
M. Upshur von Isakovics, Pres. and Treas.
Monticello, New York, U. S. A.





Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



SYNFLEUR MATERIALS

by their quality have brought success to many of the foremost manufacturers throughout the world. The popularity of Synfleur materials is not due to an accident or any "hot air orators"—we employ no salesmen or representatives anywhere in the world,—it is due to the care used in the manufacture of the goods and their unsurpassed purity. In manufacturing Synfleur materials quality has always been our foremost consideration and the constantly growing international popularity of Synfleur goods proves that discriminating manufacturers everywhere have appreciated our efforts.

The delicate flowery charm of Synfleur materials particularly appeals to the expert perfumer, who originates new odors and improves old ones, and who knows he is being held responsible by his firm for the success of the products turned out—connoisseurs of the industry are our best friends because they appreciate quality and recognize it instantly. It makes no difference whether you are interested in a Rose odor, Violet, Jasmine, Arbutus, Carnation Pink, Heliotrope, Lilac, Oriental odors, or any other type of odor—it makes no difference whether you wish to perfume a powder, cream, brilliantine, lotion, rouge, soap, hair tonic or any other type of product, we have the goods for your use—goods which can be obtained instantly—goods which are manufactured by American ingenuity and goods with which we can give you suggestions as to how they may be employed most advantageously. The success of our clients means the increased consumption of Synfleur materials—hence our interests are mutual.

If you fail to receive a copy of the Market Report which will be mailed out within the next few days, get in touch with us. If you are having any difficulty with any of your products, let us see what we can do for you. We have been of assistance to the largest and most conservative manufacturers throughout the world and we can help you—co-operation is imperative for success. Competition is perhaps more keen at this time than it ever has been. Competition, however, creates business. May we have your advice?

SYNFLEUR SCIENTIFIC LABORATORIES, Inc.

Synfleur Scientific Laboratories, Inc.

Founded 1889, by Alois von Isakovics
M. Upshur von Isakovics, Pres. and Treas.
Monticello, New York, U. S. A.



Rosol-M-Synfleur

Pounds - - \$45.25
Trial Ounces - 3.05



THE third of the Beauté-box subjects shows the favorite comedian, Charles Chaplin. This painting by Henry Clive is admirably reproduced by Stopper Factory for this distinctive box made for Beautébox, Inc.

*Many laugh at the clown—
and some salute the artist*

AND so it is with the Beautébox reproduced so richly on the front cover of this issue and shown here in black and white. Thousands will prize the box for the sake of the beloved clown; those who know will see in it a true work of lithographic art.

Beautébox, Inc., chose the American Can Company to manufacture these artistic and original utility boxes. They resemble work in the precious metals rather than products made of tin plate—in the way they are made as well as in appearance. Quality is the end—not quantity.

The results speak for themselves. The reproductions on the box-covers and the boxes themselves are both a promise and proof to the perfumery and allied industries of the availability from American Can Company of lithography and fabrication of the highest order.

TRADE
CANCO
MARK

AMERICAN CAN
COMPANY

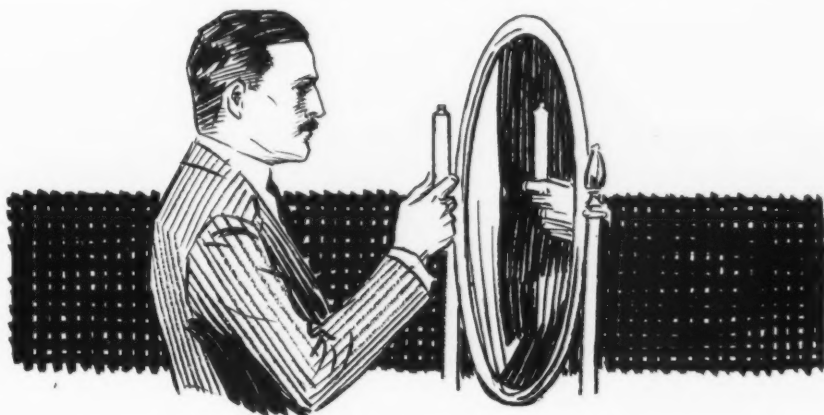
ONLY by consistent, satisfactory performance can a business institution hope to maintain and increase its patronage.

Organized fifteen years ago, this company has today actively on its books practically the entire customer list acquired during the first five years of its existence.

This, added to the fact that there has been a steadily increasing growth and acquisition of new accounts, we think is the most conclusive and practical evidence of satisfaction delivered, based not on low prices but on dollar for dollar value.

ADDISON LITHOGRAPHING CO.
ROCHESTER NEW YORK

WOODRUFF



Does Your Tube Reflect Good Taste?

Just as you admire an artistically decorated tube, so will the buyer of your product.

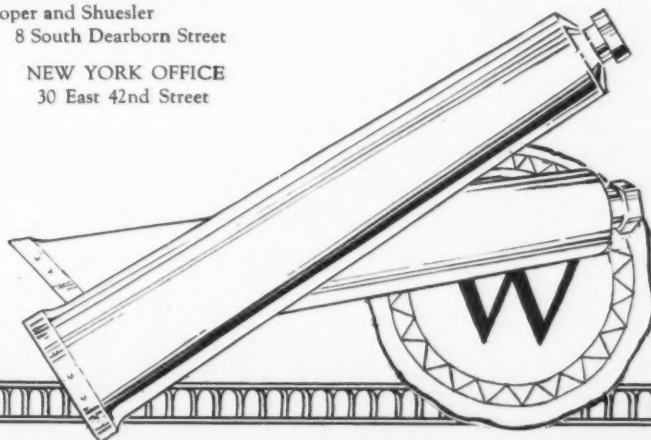
A good design—a well-made tube—a good product—are all of no avail if the printing on the tube is not 100% clear and well registered.

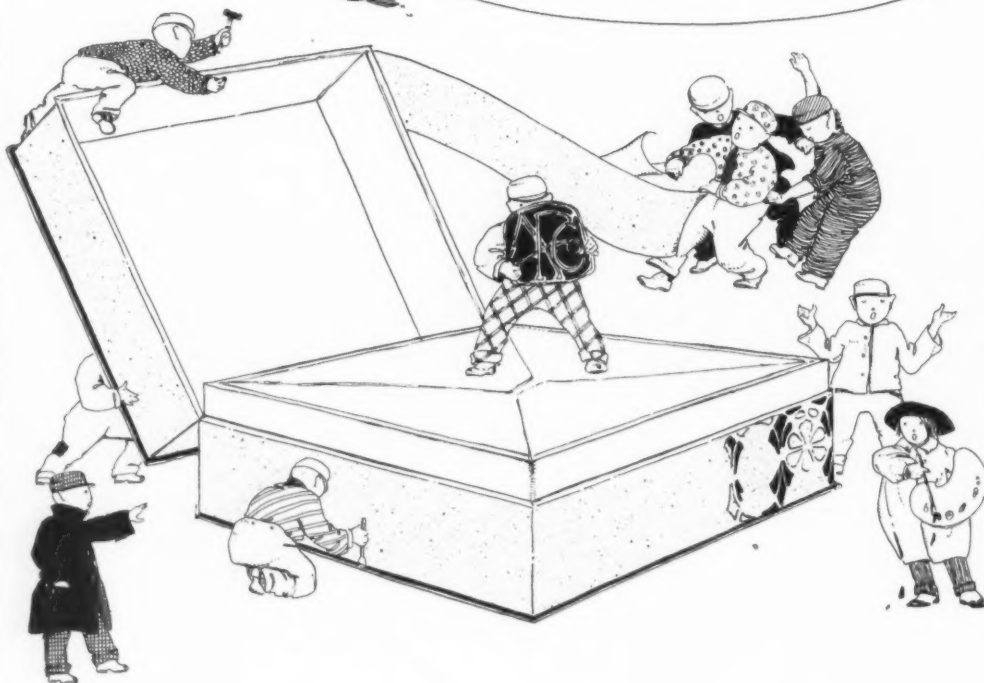
Our reputation here and abroad is based largely on our very fine clarity of decoration.

Can you get along with less?

A. H. WIRZ, INC. Established 1836
Incorporated 1914 CHESTER, PA.

CHICAGO BRANCH OFFICE
Cooper and Shuesler
8 South Dearborn Street
NEW YORK OFFICE
30 East 42nd Street





ALDERMAN-FAIRCHILD
Containers represent the co-ordination of the artistry of many craftsmen. From the conception of the original design to the completion of the finished product, every craftsman has the beauty of the product and its ability to produce sales uppermost in his mind.

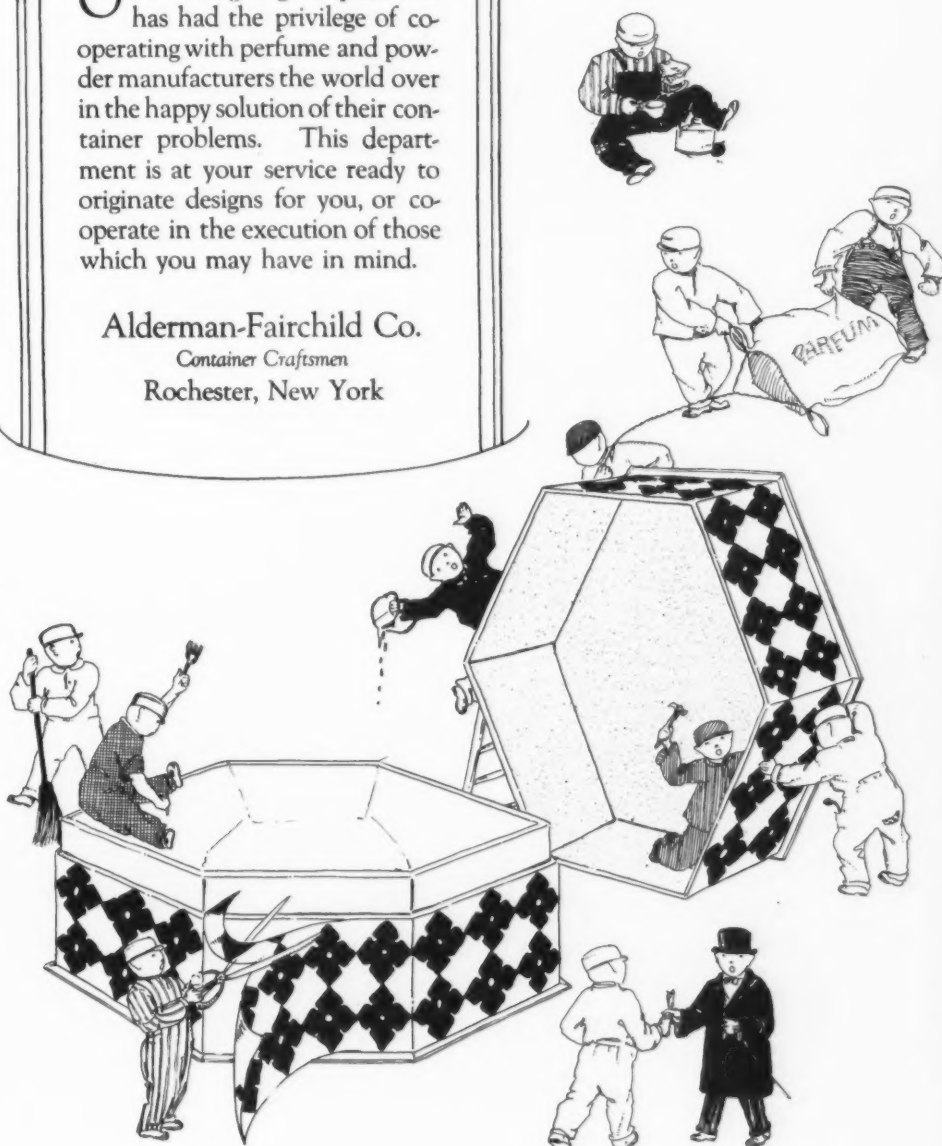
Alderman-Fairchild Co.
Container Craftsmen
Rochester, New York

OUR Designing Department has had the privilege of co-operating with perfume and powder manufacturers the world over in the happy solution of their container problems. This department is at your service ready to originate designs for you, or co-operate in the execution of those which you may have in mind.

Alderman-Fairchild Co.

Container Craftsmen

Rochester, New York



HUGUES AINE**Grasse**

Orange Flower Products

Hugue's Aine's quotations on floral essences are based on flower costs. No concessions in quality or concentration were made when these costs were high, the Hugues Aine standard was rigidly maintained, but prices had to be correspondingly increased.

This year favorable conditions resulted in an unexpectedly fine crop of orange flowers. The flowers were available at lower prices and Hugues Aine customers reap the benefit.

We are able to offer from the new crop

OIL NEROLI D'OR

HYPERESSENCE ORANGE FLOWER

FLORESSENCE ORANGE FLOWER

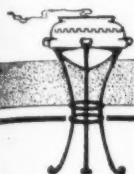
ORANGE FLOWER POMADE

ORANGE FLOWER WATER

at prices as low as are being quoted on vastly inferior products.

Hugues Aine quality needs no introduction or explanation, their standards are never lowered. At the new crop prices the American perfumer can replace inferior oils with the finest Oil Neroli obtainable without increasing his costs unduly.

UNGERER & CO., New York



DELPHI

SERVICE

We invite your attention to our dependable sources of supplies covering Perfume Raw Materials.



We want to draw your attention to the following points:

1° Our goods are guaranteed pure.

2° The quality, odor and strength are always the same

Essential Oil of Bitter Almonds Natural, S. P. A.	Essential Oil of Lavender Flowers U. S. P.
Essential Oil of Bitter Almonds Natural, U. S. P.	Essential Oil of Lavender for Soaps
Essential Oil of Sweet Almonds U. S. P.	Essential Oil of Neroli Bigarade Petales pure
Essential Oil of Geranium Algiers Pure	Essential Oil of Neroli Bigarade extra
Essential Oil of Geranium Bourbon	Essential Oil of Peppermint French
Essential Oil of Lavender Spike	Essential Oil of Red Thyme Algiers
" " " Lavender Alpa	Essential Oil of Vetiver Bourbon
" " " Lavender Mont Blanc	Essential Oil of Ylang Ylang Manila

CONCRETES

Represent the full odor-value of the flowers from which they are extracted and are of the highest possible concentration.

Rose de Mai Jasmin Orris

ABSOLUTES

Are identical with the Concretés but are the pure aromatic principle of the flower, undiluted by any foreign body and have greater strength, their ready solubility offering to the perfumer a satisfactory and quick method for arriving at results.

Rose de Mai Jasmin

FIXODORS

The fixodors represent in all their intensity the natural odors of the perfume bases from which they are extracted and are of highest possible concentration attainable. They are readily soluble in alcohol.

EXTRAFLORES

Their foundations were laid by an acknowledged French expert and are offered to the American perfumers as meritorious bases affording him an opportunity to build the superstructure in accordance with ideas dictated by his individual requirements.

ODOROLS

Are identical in odor with Extraflors but manipulated to meet the requirements of manufacturers of toilet powders, creams and lotions.

SURFLEURS

They are scientifically compounded perfumes of artificial origin distilled in the presence of the flower bearing its name, thus enriching the finished unit with a naturalness in aroma exceeded only by the flower itself.

GRASSE J. MERO & BOYVEAU FRANCE

SYNTHETICS

Manufactured by

ALBERT VERLEY,
Isle Saint Denis (Seine) France

"A. V. RENOWN"

Acetates—Alcohols—Aldehydes 100% Pure—
Phenylacetates—Propionates—Salicylates—
Valerianates

Benzyl Benzoate Pure	Ionone
Oil Cinnamon Ceylon	Methyl Acetophenone,
Citranol (Honey Aldehyde)	Water White
Citronellol Ordinaire	Muguet Aldehyde
Cyclo Citral (Lily Base)	Neanthone (Octyl
Geraniol	Primaire)
Geraniol Palma Rosa	Nerol Pure
Heliotropal	Rhodinol Extra A. V.

SYNTHETIC FLOWER OILS

They are a combination of the absolute natural Grasse Essences with high class Aromatical Chemicals. They have been carefully studied and are the results of the thorough tests made by Albert Verley's laboratories, being successfully employed in perfumery, chiefly on account of the mutual actions observed between chemicals and natural essences in perfume compositions.

PERFUMES FOR TOILET SOAPS

Especially prepared to resist alkali reaction.

OTTO OF ROSE, 100%
Pure

Standard, One Quality
O. Donellian & Company,
Bourdour, Asia Minor

Original coppers 10 oz.,
16 oz., 1 Ko.



DELPHI PRODUCTS, Inc.

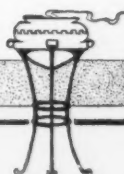
Natural and Synthetic Raw Materials for Perfumers

CHICAGO
572 W. Randolph St.
Main 4762

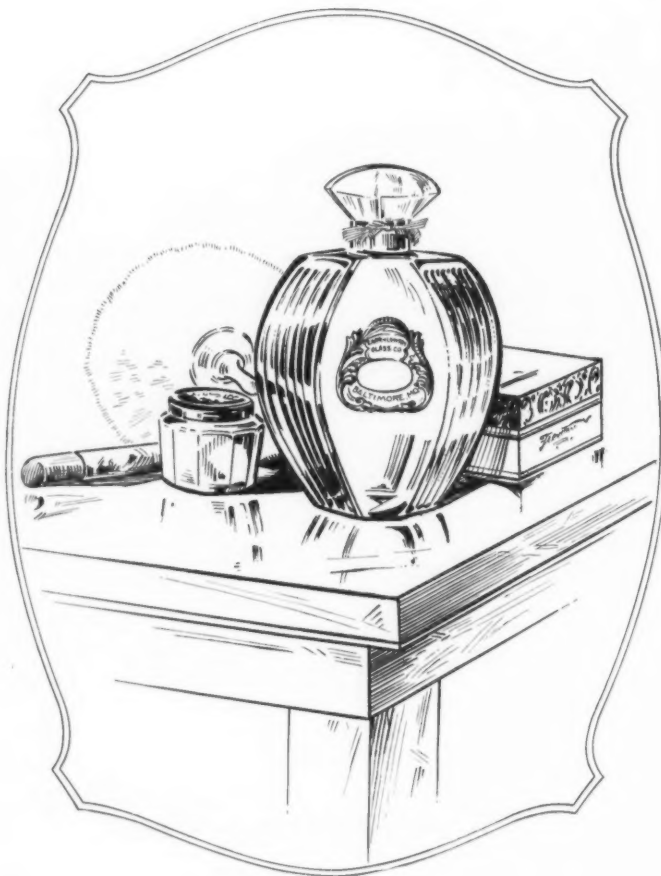
95 Beekman St., NEW YORK
Telephone—Beekman 1514
Cable Address—"Incense"



DELPHI



Clgco



DAINTY, attractive and practical, this flat oval cut-glass bottle, with its solid base, is of fine quality and good design—and yet is reasonable in price.

Made of pot glass, the only material for perfumery **bottles**, it is crystal clear and of unusual charm.

It makes a completed package that appeals to the most fastidious.

It gives the atmosphere of fragrance.

Listed as No. 1088—one ounce and No. 1088 frosted stopper, it is one of our new designs. Ask us about it.

MAIN OFFICE
BALTIMORE, MD



NEW YORK OFFICE
290 BROADWAY

CARR-LOWREY GLASS CO.



BRUNO COURT

Société Anonyme
GRASSE, FRANCE

*Pomades, Essential Oils, Natural Concretes of Flowers,
Floral Waters, Olive Oil, etc.*

The Jasmin Crop

Advices from our correspondents in Grasse indicate that this year's crop of Jasmin flowers will approximate, in size and quality, that of last year.

The price to be paid to the growers will be six francs per kilo of flowers. This will make the prices of Jasmin flower products for 1922 and 1923 the same as those of last year, figuring the French franc at the exchange prevailing a year ago.

The Jasmin flower products of Bruno Court require no introduction to the discriminating perfumer, by whom they are preferred for their superb quality and unmistakable integrity.

Jasmin Pomade
Jasmin Concrete F

Jasmin Oil of Flowers
Jasmin Absolute

*Samples and prices sent
promptly upon request.*

Exclusive American Agents

Morana Incorporated

General Offices: 118 East 27th St., New York City
Works: Elizabeth, New Jersey

Western Office:
19 S. LaSalle St., Chicago

European Office:
28 Rue St. Lazare, Paris



Glassware of Distinction

We take much pleasure in announcing that we are now the exclusive American representatives for the following European perfumery glassware manufacturers:

C. & J. Viard & R. Mouquet,
Montreuil, France.

Joh. Umann,
Tiefenbach a. D., Czechoslovakia.

The Bohemia Glassworks, Ltd.,
Frantiskodol, Czechoslovakia.

Brüder Rachmann,
Haida, Czechoslovakia.



A characteristic example of the glassware of C. & J. Viard & R. Mouquet, Montreuil, France.



Perfume bottle designed and executed in Bohemian glass by Joh. Umann, Tiefenbach a. d. Desse, Czechoslovakia.

Though a comparatively young firm, Viard & Mouquet enjoy an enviable reputation for the superb artistry expressed in their glassware. Examples

of their products are to be found among such well-known French perfume lines as Lubin, Houbigant, Arys, Gueidy, Ramses.

Bohemian glass has for centuries been noted for its inimitable characteristics: its crystalline nature, its lustre, and its brilliancy. Historians have described its qualities. Poets have sung its praises. In the cut glass perfume bottles made by Joh. Umann, The Bohemia Glassworks, and Brüder Rachmann, Bohemian glass is given expression in full keeping with its reputation. To the perfumer who is interested in using glassware of a quality equivalent to that of his products, we extend a cordial invitation to inspect the collection of samples of French and Bo-

hemian glassware that we have on display in our New York and Chicago offices. The styles on exhibition include the latest work of the foremost European designers. They afford the perfumer a unique opportunity of making his containers a medium for expressing the quality of their contents. What can be more expressive of the inimitable delicacy of a perfume than a lustrous crystalline bottle whose facets glow with the brilliancy of a diamond, or one whose lines have all the grace of a flower? Such are the bottles that we place at the disposal of the American perfumer.



A sample of the glassware made by the Bohemia Glassworks, Ltd., Frantiskodol, Czechoslovakia.



One of the products of Brüder Rachmann, Haida, Czechoslovakia.

Morana Incorporated

General Offices: 118 East 27th St., New York City
Works: Elizabeth, New Jersey

Western Office:
29 S. LaSalle St., Chicago

European Office:
28 Rue St. Lazare, Paris



TH. MUHLETHALER CO., LTD.

NYON, SUISSE

Swiss firm founded in 1899

TILLEUL

THIS so-called Lily base is used as such in a wide range of floral products. The pleasant character of its odor makes it particularly adaptable for use in what are known as "novelty odors."

SAMPLE AND PRICE SENT
PROMPTLY ON REQUEST

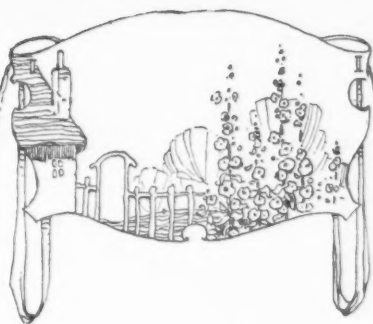
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Morana Incorporated

General Offices: 118 East 27th St., New York City
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Terpeneless Oils

The outstanding characteristics of Morana Terpeneless Oils are high solubility, fine aromatic flavor, high concentration, and standardized strength. The efficiency of our manufacturing methods enables us to offer a line of products that have gained for themselves an enviable reputation for the uniformity and correctness of the results following their use.

We manufacture a complete line of Terpeneless Oils. Among them are the following:

Terpeneless Oil Lemon

Citral content: 66 to 68 per cent.

Terpeneless Oil Orange

The aforementioned products are made in three grades: Terpeneless C, Terpeneless Fine, and Terpeneless Superfine.

Formula: Half an ounce of any of the three grades of Morana Terpeneless Lemon Oil when dissolved in one gallon of diluted alcohol will make an extract conforming with the Pure Food regulations. The Citral content will be in excess of the requirement of 2/10 of 1 per cent.

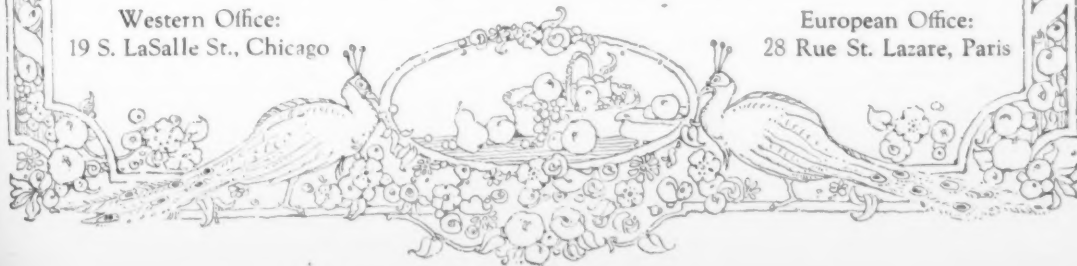
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In view of its purity and high ester content, the results yielded by Bergamot Rognetta makes its price a secondary matter.

♫

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THIS product, with its lily-rose character, is one of the deservedly well-known specialties for which the house of Robertet has long been noted.

♫

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PARIS

Factories
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To the intrinsic merit of our products is added consistent and dependable service and a sincere desire to meet the individual needs of our customers.

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Synthetic Aromatic Chemicals
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Latest Specialty

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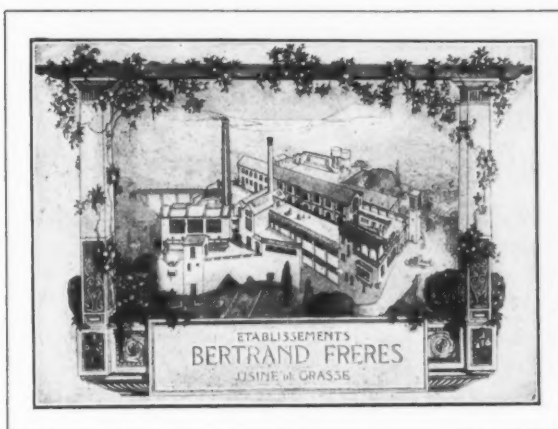
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OUR collapsible tubes bear unmistakable marks of distinction. Their excellence and difference is pronounced. They are manufactured with great care in a most modern plant equipped with the very latest machinery to insure uniformity. Pure block tin or lead, plain or decorated. A rigid inspection system based on stringent standards makes our collapsible tubes

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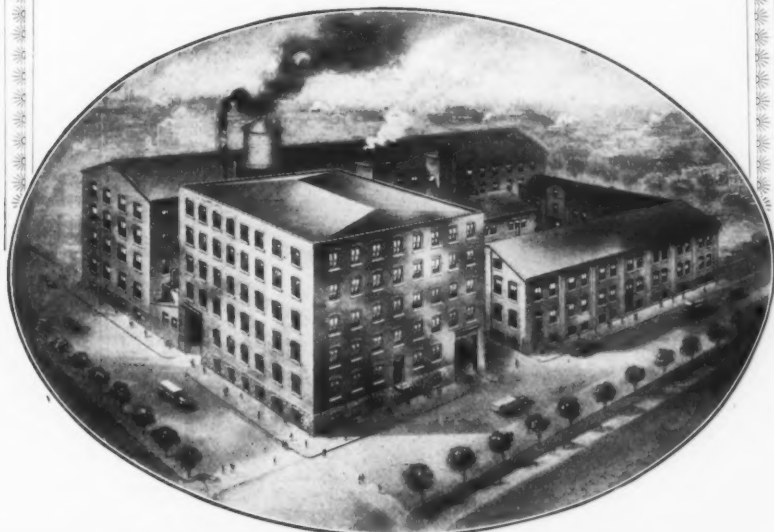
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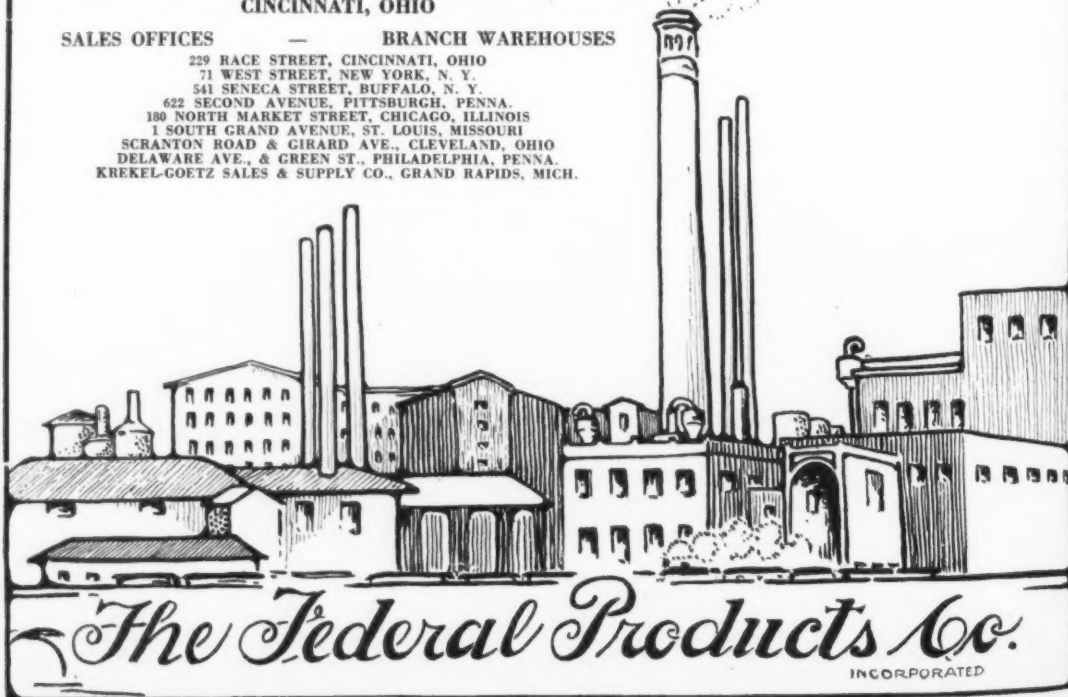


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Essential Oils — Floral Waters

WE MANUFACTURE

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Will harmonize with all blends, giving them the true flowery character. Also the base of all Lily, Lilac, Sun Flower, Orange Blossom and Rose Preparations.

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An almost colorless liquid which we guarantee never to redden. Its fine, delicate odor rivals the perfume of the concrete of natural flower.

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The Original American Coumarin

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Vanillin-Monsanto universally regarded as the Standard. Anthranilic Acid, and many other fine, medicinal and technical chemicals and intermediates.

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Large Crystals

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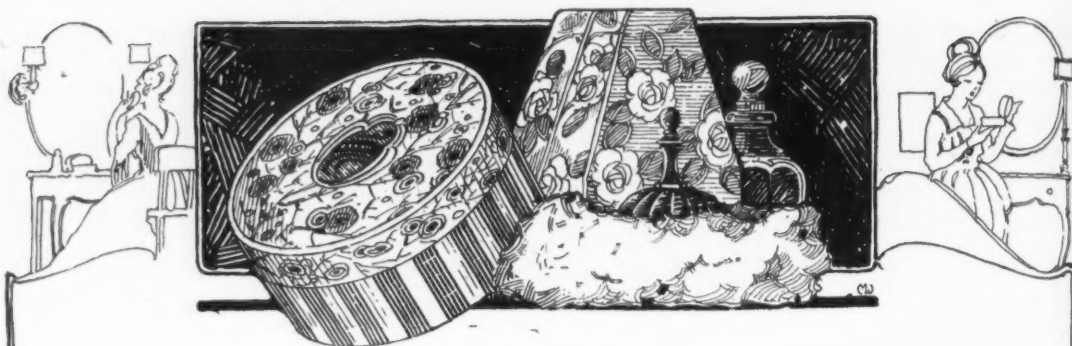
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with the aroma of rose petals.

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YOUR AIM is to present your merchandise to the best advantage. That means dressed in packages which are attractive, neat and individual. The first impression of your goods is a decisive factor and this impression must be favorable. If your goods are of high quality, the containers must be expressive of that quality.

OUR AIM is to supply you with containers which will meet these requirements. Many years of experience, coupled with admirable facilities, enable us to produce rouge and powder compact boxes of unsurpassable workmanship, design and finish. Let us cooperate with you in making your packages distinctive and individual.

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Distilled 44 Times —*the purest medium* for fine flower oils

The very remarkable and scientifically improved apparatus used in manufacturing Lohocla Alcohol makes possible forty-four distillations at every process. This can only mean increased purity—a more perfect spirit—a better medium for your fine flower oils.

In making the alcohol formulæ numbers 39a and 39b and 40 for perfumers, the highest quality denaturants are blended with the pure spirits in huge glass lined kettles.

Nothing is neglected to make Lohocla the best alcohol for your purposes.

David Berg Industrial Alcohol Company
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"QUALITY ALWAYS"

Compact
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If you are interested in a high grade product *under your own brand*, our enlarged facilities are at your disposal.

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Established 1915

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GRASSE, (A. M.) FRANCE

Established in 1820

The Orange and Rose flower crops are now over. We can supply from our own manufacture:

OIL of NEROLI { *Bigarade Petales extra.*
Bigarade Petales.
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for Soap.

Orange Flower Solid, Absolute and Concrete.

Orange water.

Bois de Rose over Orange flower.

Bergamote over Orange flower.

Petit Grain over Orange flower.

as well as :

Rose Solid, Absolute and Concrete.

Rose water.

Geranium over Roses.

Sandalwood over Roses.

of the purest and finest quality, at very advantageous prices.

Concrete Orris Florentine extra.

Samples and prices promptly on request.

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Societe Anonyme des
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Offer the following Specialties:

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Citronellol
Geraniol
Rhodinol
Rose J. D.
Rose Rouge

ORANGE

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Orange Synthetic

Samples on Request

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QUALITY SEAL
P.L. CIE., INC.
NEW YORK CITY

OUR "MERVEILLE" LINE

Price per pound, \$10.50

These Perfume Oils do not contain Tinctures and are therefore 100%, so that they can be blended with our specially produced FIXATIVES according to odor. Most suitable for Creams, Face Powders, Talenms, Hair Tonics, Lotions, etc. Please ask for samples or further information.

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CARNATION	JASMINE	ROSE BLANCHE
CASSIE	JOCKEY CLUB	ROSE ROSE
CLOVER	JONQUILLE	
	LILAC	
EAU DE QUININE	MAGNOLIA	SWEET PEA
	MAYFLOWER	SYRINGA
GARDENIA	MIMOSA	
	MUGUET	TREFLE
HYACINTH	NARCISSUS	TUBEROSE
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IDEAL	NEW MOWN HAY	VIOLET

FIXATIVE No. 1 for mild odors. FIXATIVE No. 2 for refreshing odors. FIXATIVE No. 3 for heavy odors.

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Pierre Lemoine
NEW YORK CIE., INC.

MAH STUDIOS, N.Y.

SIERRA TALC



Not today only—
but also tomorrow and the day after—

It has always been our ambition to produce a talc that would meet all the requirements of the trade—all of the time.

In order to do this we have had:

Experts placed in charge at the mines; our manufacturing processes directed toward producing a talc of uniform quality; and various types of machinery adapted to our special needs and especially designed for the milling of our rock.

Therefore, we do not exaggerate when we say: "It's always the same, day in and day out."

SIERRA SNOW—milled much finer than the regular commercial grades of No. 200 mesh talc, is light and fluffy and has a very good slip—
—allows ready mixing with other powders.

SIERRA CLOUD—an extra fine product which is so light that it floats on air and is caught in special dust collectors. Unexcelled for high-grade toilet and face powders where such special fineness is required.

We take justifiable pride in quoting one of our Western jobbers, who said, "If all your—" but—read it in Mr. Booth's letter on the next page!

Write us for samples and prices—or if a broker, about territory

INYO TALC COMPANY : : Equitable Bank Building
Los Angeles, California

INYO TALC COMPANY
MANUFACTURERS OF
HIGH GRADE TALC PRODUCTS
LOS ANGELES, CALIF.

Aug. 5th, 1922.

Eastern Talc Company,
Boston, Massachusetts.

Gentlemen:-

Your requests for "other reasons" why Sierra Talc excels reminds me of something one of our western jobbers said the other day after going through our mines and mills at Keeler.

"Mr. Booth",--and I think these were his exact words,-- "if all your jobbers knew of the ideal conditions at the mines and the care you take in milling Sierra Talc, you would not have to advertise!"

And-- this man knew what the toilet goods trade expect of the Talc they use!

As you know -- the mines are worked in full daylight, where the sun shines 353 days of the year.

Dirt, "specks", coal dust, soot, ashes, etc. are unknown at the Inyo mines and mills. We use electric power generated in the nearby Sierra Nevada Range. This means that the Inyo mines and mills are spotlessly clean, insuring a pure white talc of uniform quality.

As you know, Sierra Talc embodies all the characteristics so essential to the trade. i.e.--low lime content, --covering qualities,-- good slip,-- pure white,-- free from impurities,-- and uniform grade of fineness.

The above should give you a pretty complete resume of our product, Sierra Talc, but will be glad to answer further inquiries.

Thanking you for your request, I beg to remain

Yours very truly,

INYO TALC COMPANY

P. H. Booth
Sales Manager.

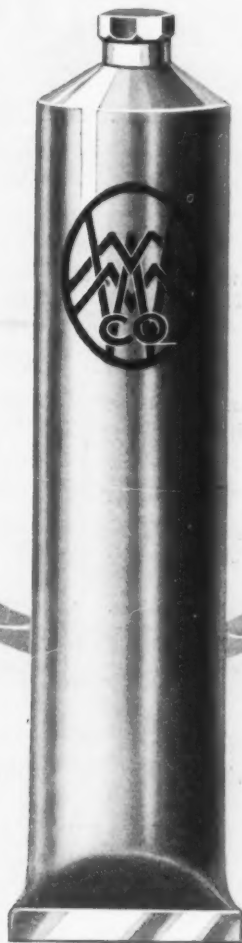
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Tubes*

*Plain and
Decorated
Pure Tin, Tin-
Coated, Lead*

*Sprinkler
Tops*

*of all Var-
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Brilliant and Stainless

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Use only $\frac{1}{4}$ oz. to 1 gallon.*Freely soluble in alcohol—or water.**Packed in Gallons, Pints and 2 oz. Bottles*

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in which Nature and Science
co-operate in producing the

most perfect

result yet attained.

*'Essbro' Brand Flower Oils are built up on natural
bases by a special process newly discovered by us. They
are without a rival both as regards faithful rendering
and lasting purity of odors.*

MUSK AMBRETTE 100%

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Bottle cut and frosted.

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standard exacted by this
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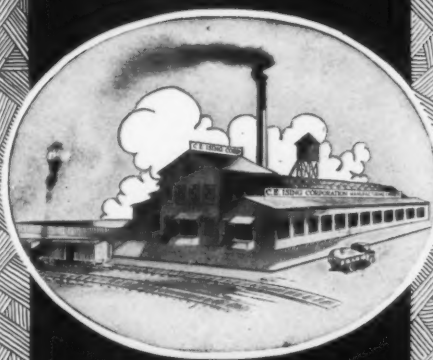
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THE FLORAL EFFECT IS REMARKABLY
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SEEKING FOR THAT FULL ROUNDNESS
WHICH IS CHARACTERISTIC OF THE
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No better products to
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COMPLETE STOCK CARRIED IN NEW YORK AND AT
BRANCH OFFICES

IN ORIGINAL UNOPENED CONTAINERS

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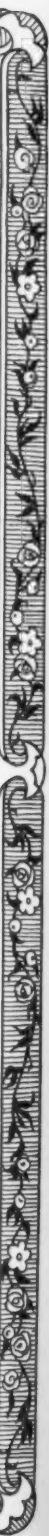
BARCELONA, SPAIN

STOCK NOW CARRIED IN NEW YORK

OIL LAVENDER ASPIC

OIL ROSEMARY PURE

OIL THYME WHITE U.S.P.



A Complete Line of

MAREY'S (Paris, France)

TERPENELESS and SESQUI- TERPENELESS OILS

Sterling Purity Guaranteed

SYNTHETIC CHEMICALS

Phenyl ethyl alcohol. Phenyl acetic aldehyde. Geraniol.
Rhodinol. Musks. Methyl anthranilate. Hydroxy-citronellal.
Ambremousse. Aubepine. Indol. Higher aliphatic aldehydes
and alcohols.

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Supreme Quality

VOLA ROSE
LILYFOL
VOLA LILAC
VOLA TUBEROSE
VOLA SWEET PEA
VOLA FLEURS D'ORANGE
VOLA VIOLET
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Standard Quality

ROSE T. W.
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SWEET PEA C
NEROLI PETALE ART
VIOLET 45
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NARCISSUS C 1

ROSE ABSOLUTE (FROM POMADE)

BLACK NARCISSUS.

ALIPHOL

A distinctive, different, basic material for new creations.

Trial oz. \$2.50

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CHICAGO OFFICE
186 No. La Salle Street
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THE PIONEER

LINE OF

Synthetics for Perfumes and Soaps

The best artificial JASMIN and NEROLI
IONONE, BOUVARDIA, MOUSSE de SAXE
MOUSSE de CHYPRE, SWEET PEA TILLEUL
AMBRE 83, etc., etc.

Apply for price list and samples to

DODGE & OLCOTT CO.

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Sole American Distributors

FABRIQUES DE LAIRE

ISSY (near Paris)

and CALAIS

FRANCE

CHARLES SPARHAWK
DRUGS, ESSENTIAL OILS
AND CHEMICALS
NEW YORK CITY
NEW YORK

JAPANESE WHITE LILAC
ARTIFICIAL
FLOWER
OIL

LIKE
AN
ARMFUL
OF
FRESH
BLOSSOMS
UNDER
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NOSE

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NEWARK N.J.

MUSK XYLOL,
c. p. 100%



MUSK KETON,
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MUSK AMBRETTE, c.p. 100%

CHEMICAL WORKS ROERMOND

**AMERICAN OFFICE 52-54 CLIFF ST.
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ANY ROUND PAPER BOX



We have special facilities for manufacturing round Face Powder and Rouge boxes.

Let us estimate on your next contract.

All boxes can be furnished with powder container

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N. E. Corner Broad and Federal Sts.

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BERNARD-DUMAS & CIE

CREYSSE (Dordogne)
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ESTABLISHED 1479

PARIS
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FILTER PAPER

ROUND WHITE EXTRA STRONG—HARD AND SOFT

Sizes (inches) 13, 15, 18, 20, 24, 26, 28, 30

Rapid Filter Paper for Perfumes, Toilet Waters, Flavoring Extracts,
Pharmaceutical Preparations and Fluid Extracts.

Samples submitted on request.

BURGOYNE, BURBIDGES & CO., Ltd.

London, England

Gingerine (Oleo Resin Ginger) English
Capsicine (Oleo Resin Capsicum) English
USP VIII and Alcohol Solvent

FRATELLI DE PASQUALE & CO.

ESTABLISHED IN 1870

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Our Specialties

LEMON, BERGAMOT, ORANGE (Sweet, bitter, mandarin)
TERPENELESS and SESQUITERPENELESS OILS

USINES CHIMIQUES DE BOURG JUNILLON, Valence-sur-Rhone

Synthetic Perfume Raw Material:—Cyclamol, Neroli, Jasmone, Lilas, Violette
Blanche, Ciprice, Moussol, Musc Xylene, Ketone, Ambrette, & etc.

STOCK OF THE ABOVE IN NEW YORK

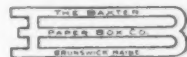
ORBIS PRODUCTS TRADING CO., Inc.

General Offices: 215 PEARL STREET, NEW YORK

Branch Office: 154 W. Lake St., Chicago

"BAXTER"

SERVICE



QUALITY



THE BAXTER PAPER BOX CO.

General Offices: BRUNSWICK, MAINE

BAXTER BOXES STAND FOR THE BEST MATERIAL AND WORK-
MANSHIP IN PAPER BOX CONSTRUCTION



TOMBAREL FRERES, GRASSE

OUR SPECIALTIES

Supreme
Natural Flower Essences
one step further than Absolutes

Jasmin Supreme
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Supreme
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one step further than Absolutes

Violette Feuilles Supreme
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Irone Supreme
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Branch Office: 154 W. Lake St., Chicago



U. S. P. 190° COLOGNE SPIRITS

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

All Formulas Specially Denatured Alcohol authorized for use in the manufacture of Perfumes and Toilet Preparations.

We shall be pleased to assist you in preparing and filing all papers necessary with the Internal Revenue Department to obtain permit to use Specially Denatured Alcohol.

Samples on Request.

THE AMERICAN DISTILLING CO.

Distilleries

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Branches and Warehouses as follows:

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FREDERICK MURRAY, Agent

BUFFALO

(Sales Office, 491 Washington Street, New York)

CLEVELAND

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CHICAGO

1606-1612 SOUTH STATE STREET

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Parker Distilling Co., Agents

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26th ST. & SOUTHWEST BOULEVARD
John T. Kennedy Sales Co., Agents

MINNEAPOLIS-ST. PAUL

304 PIONEER BLDG., ST. PAUL
Gerald R. O'Brien, Agent

INDIANAPOLIS

MAJESTIC BUILDING
August Hoffmann, Agent

THE LATEST in Vanity Cases

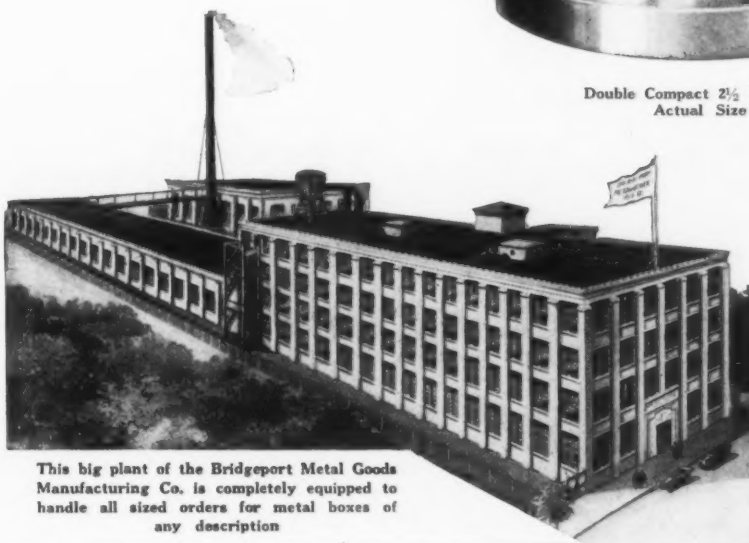
*These two cases are our latest design
and are in a class by themselves—
beautiful in every way*



The Perfect
Watch Case Hinge
1½ and 2½ in.



Double Compact 2½ Inches
Actual Size

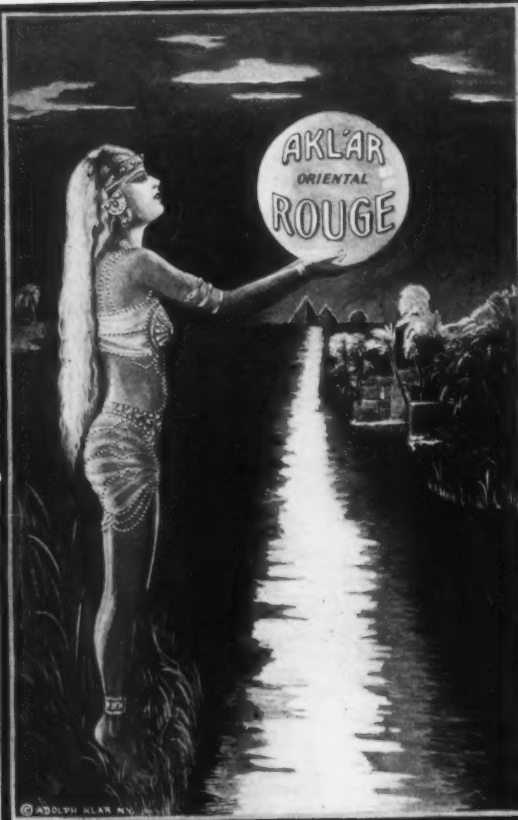


This big plant of the Bridgeport Metal Goods
Manufacturing Co. is completely equipped to
handle all sized orders for metal boxes of
any description


The Bridgeport Metal Goods Mfg. Co.

Established 1909

Bridgeport, Conn.



© ADOLPH KLAR N.Y.

Face Powder Compacts		Lip Sticks, Shampoo
Eyebrow Pencils		"Hold-Tight" Hair Nets
Nail Beautifiers		"Hold-Tight" Hair Wavers

AKLAR PRODUCTS

whether under our name or
put up under

YOUR OWN LABEL

bring repeat orders because
they are first and foremost
Quality Goods.

The services of our art staff and advertising department
are at your disposal to help develop your business needs.

Orders for painted decorated boxes executed according to
your specifications and designs, or we will originate special
designs for you.

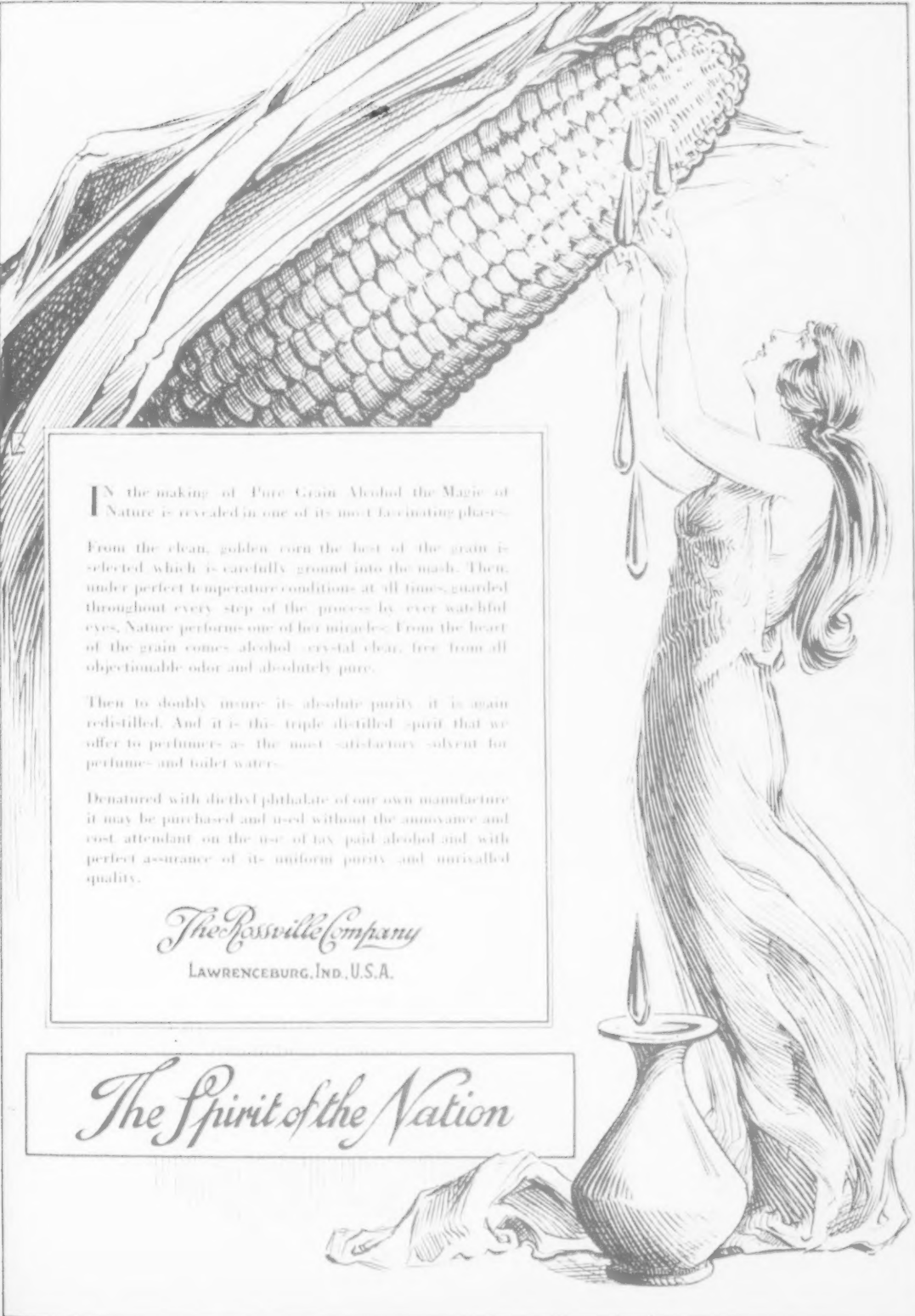
We are successfully serving some of the most representa-
tive houses because Quality and Service are combined on
a Quantity Production Price Basis.

ADOLPH KLAR

MANUFACTURER

IMPORTER

5 East 19th Street, New York



IN the making of Pure Grain Alcohol the Magic of Nature is revealed in one of its most fascinating phases.

From the clean, golden corn the best of the grain is selected, which is carefully ground into the mash. Then, under perfect temperature conditions at all times, guarded throughout every step of the process by ever watchful eyes, Nature performs one of her miracles: From the heart of the grain comes alcohol—crystal clear, free from all objectionable odor and absolutely pure.

Then to doubly insure its absolute purity, it is again redistilled. And it is this triple-distilled spirit that we offer to perfumers as the most satisfactory solvent for perfumes and toilet waters.

Denatured with diethyl phthalate of our own manufacture it may be purchased and used without the annoyance and cost attendant on the use of tax-paid alcohol and with perfect assurance of its uniform purity and unrivalled quality.

The Rossville Company

LAWRENCEBURG, IND., U.S.A.

The Spirit of the Nation

The Spirit of the Nation



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LOS ANGELES, CAL.
HAMMOND, IND.

LOUISVILLE, KY.
MINNEAPOLIS, MINN.

PITTSBURGH, PA.
BUFFALO, N. Y.

BOSTON, MASS.
CHICAGO, ILL.

The Rossville Company

LAWRENCEBURG, IND., U.S.A.

Carrying A Design Theme Through An Entire Line

THE delicate perfume that the woman of good taste selects is not alloyed and cheapened by the use of various scented toilet waters, talcums and cold creams.

Her cosmetics must all speak the same language and exhale the same fragrance. Otherwise, there is no unity of effect that becomes part of individuality—nothing but a hodgepodge of odors that is meaningless.

What is true of the woman and her perfume holds good for the Perfumer and his Packages.

We can make your Perfume, Toilet Water, Talcum and Cold Cream Bottles carrying the same design theme through the entire line. Won't you let us hear from you on this subject?

Illinois Glass Company

Alton, Illinois



H. L. HEITER

Manufacturer of
Metal Boxes and Specialties

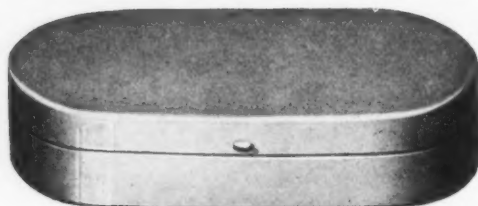
ROOM 1174, 200 FIFTH AVE., NEW YORK, N. Y.
Phone Gramercy 3221



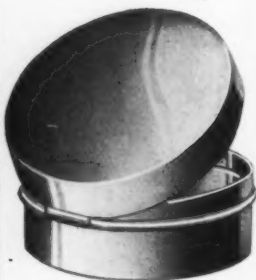
Flat or Beaded Edge. Any
Style Hinge. With or With-
out Mirror



Hinged Cover with Mirror. Sizes
2, 2¼, 2½ in. in Any Finish



With or Without Lock Catch. Any
Finish Desired. With Mirror



Invisible or Watch Case
Hinge Cover. Cannot Catch
in the Purse or Pocket. Su-
perior to Ordinary Style
Boxes with Projecting
Hinges

OUR boxes
are guar-
anteed to retain
their color.

They may be

had in gilt or goldplate polished, velvet,
silver, enameled or in any finish desired.

All lacquers used are odorless. Velvet
Finish will not Scratch or Tarnish.
Watch case, riveted, reversible or invis-
ible hinges supplied as desired.

All engravings shown are same size as
boxes.

Lip Sticks and Eye-brow Tubes.

*Write regarding any special
or stock design and prices.*

*Prices on
World Labelers
have been
materially
reduced*

WORLD LABELER

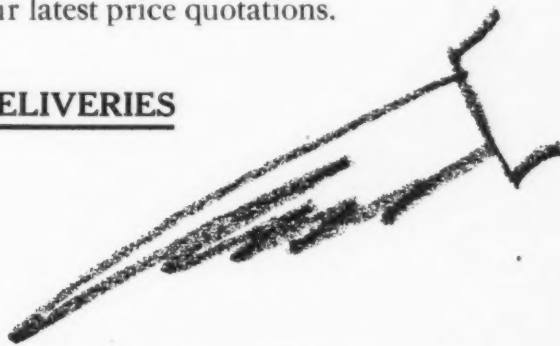
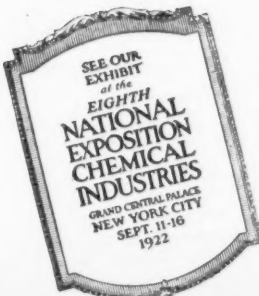
Will label glass, metal, wood and cardboard.

Send us your labels, also samples of whatever
you have to label, or would like to label.

State your required capacity per hour.

Ask for our latest price quotations.

IMMEDIATE DELIVERIES



Come and see us at the Exposition, Sept 11-16

Economic Machinery Company

Hobbs Square

Worcester, Mass.



Trade Mark

NADAL, DESPARMET & CIE.

NANTERRE (SEINE), FRANCE

The following Products of Our Own Manufacture are Distinctly in a Class by themselves.

BENZYL ACETATE EXTRA, 100%. F.F.C.

The quality of this Special Product is proving a revelation to discriminating Perfumers.

TERPENYL ACETATE

Of an unusually high ester content. Its odor value and richness in acetate unequalled.

HYDROXYCITRONELLAL

We offer this Pure Product under its true chemical name and at such an attractive price that will permit a much wider use.

ORANGER FLEURS (Specialty)

A Pure Chemical Body of extraordinary odor value and stability. Guaranteed not to discolor Creams and Powders.

OAK MOSS ABSOLUTE (Specialty)

Never before has such a beautiful Product been offered to American Perfumers. It truly portrays the distinctive Moss Odor of the Forest without any by-odors whatsoever.

HORTUS

CO-OPERATIVE OF THE FLOWER GROWERS OF THE SIAGNE VALLEY

Pégomas (Grasse), France

NATURAL FLOWER PRODUCTS OF UNEQUALLED PURITY AND CONCENTRATION NOW DISTILLED AT THE SOURCE BY THESE FLOWER GROWERS

SUPER ABSOLUTES

Jasmin	Reseda
Tuberose	Rose

CONCRETE POMADES

Tuberose	Reseda
Jasmin	Mimosa

Rose

ESSENCE GERANIUM—ESSENCE BASILIC

The extraordinary concentration and superlative odor value of our SUPER ABSOLUTES is proving a Revelation to the American Perfumer.

Those who have already used these New Products readily admit their superiority.

We solicit your Trial Order.

NEROLIUM

CO-OPERATIVE SOCIETY OF PROPRIETORS OF ORANGE GROVES

Vallauris (Grasse), France

LARGEST AND EXCLUSIVE PRODUCERS OF

Essence of Neroli Bigarade

Annual Production 2,000,000 Kilos of Flowers.

"The best that France produces."

The choice of French Perfumers.

May we not furnish you with a sample and quotation? Spot Stock.

Sole American and Canadian Agents

BELGIAN TRADING COMPANY, INC.

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420 Rush St.

Philadelphia Office

Douglas W. Stewart
2205 Walnut St.

BELGIAN TRADING COMPANY



Trade Mark



5D

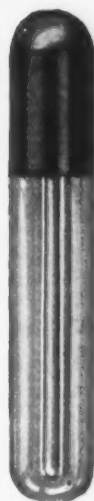
DAINTY PERFUME VIALS

A New Way to
Sell More Perfume

MANY different styles of these artistic perfume vials either plain or beautifully striped in one or more colors are available to American perfumers. The vials come with elongated, leak-proof glass stoppers with nickel slip or gilt screw caps. They can also be obtained in aluminum, gilt or nickel cases. Their forms vary to suit every need—flat, square, round and hexagonal with cut glass stoppers. Exclusive rights given for new designs. Prices exceptionally low. Write for samples.



7A



4H



52A



5L

Artistic Real French Gold Perfume Seals

The most artistic real French gold perfume seals produced in Paris with your own text, are offered at the cost of ordinary seals. We create new designs. Our gold seals retain their beauty indefinitely as they do not tarnish, nor are they affected by climatic conditions. Edges will not ruffle. So perfectly die cut, every word is legible.

Give your packages the Parisian Atmosphere and **Watch Your Sales Grow.**

Let us improve your present seals or duplicate them for less money.

Samples and prices on application.

Sole American and Canadian Agents

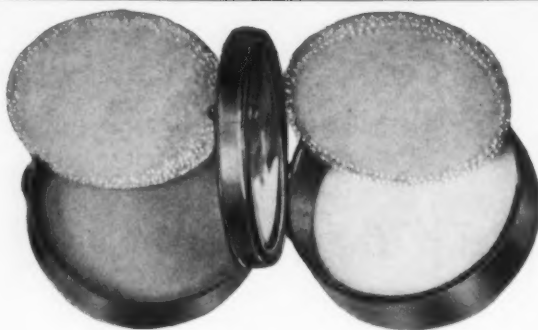
BELGIAN TRADING COMPANY, INC.

44 WHITEHALL ST., NEW YORK CITY

Chicago Office
A. C. Drury & Co.
420 Rush St.

Philadelphia Office
Douglas W. Stewart
2205 Walnut St.

BELGIAN TRADING COMPANY



The Best of Cosmetics

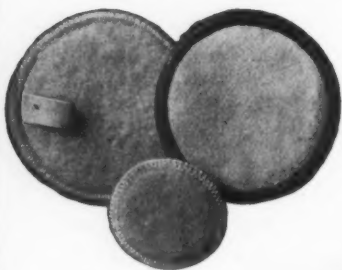
JULIUS SCHMID, INC., offer you the aid of quantity production. Your *Compacts, Lip Sticks and Eyebrow Pencils* can have the perfect uniformity in quality that builds business if you will make use of our splendidly equipped laboratories and draw from our well-stocked shelves of ready-to-fill containers.



Group up with the many nationally known manufacturers whom we supply. We will be pleased to consult with you concerning your needs.

Powder Puffs—We can produce in our own plant any style of powder puff desired.

Capping Skins—Nearkid and Silverlight capping skins serve as the crowning glory of your products. Samples on request.



Julius Schmid
INCORPORATED

344-50 West 38th Street, New York



*Folding boxes and display container made by Robert Gair Company
for the Woodbury preparations*

Does *your* package reflect the superiority of your product?

*Many leading makers of toilet preparations
are using Gair cartons and labels*

BECAUSE they appreciate the importance of the package in carrying the quality story to the consumer, manufacturers in this industry have long turned to Robert Gair Company for expert advice and assistance.

Many of America's best known toilet preparations have benefited by Gair folding boxes, labels and wrappers. The makers of the Woodbury products, recognized as among the leaders in their field, are one of the many famous concerns using packages made by us.

Packages that stand out from the rest

A Gair package is something more than a container—it is your representative. It meets the consumer face to face, and delivers to him your message of quality.

No matter how striking the design of your package may be, it depends for ultimate success on vivid, uniform reproduction. Engraving, plate-making, color print-

ing—all present problems of their own, problems which only the most expert technical knowledge can solve.

Robert Gair Company can take your present design and give it the utmost distinction by accurate, colorful reproduction. Or, if your product is a new one, we can design for you a carton, label or wrapper which you will be proud to use—one which will do your product full justice.

Years of knowledge and experience, the skilled services of a whole staff of experts, unrivalled mechanical facilities for rapid large scale production, make Robert Gair Company the logical source of supply not only for cartons, wrappers and display containers, but for *all* the essentials of modern package merchandising: Folding boxes, Labels, Lithography, Corrugated and Solid fibre shipping cases.

Send a postal today for your copy of the new Gair booklet, "Testing the Merchandising Value of a Package."

ROBERT GAIR COMPANY

350 Madison Avenue, New York

CHICAGO

PHILADELPHIA

BOSTON

BUFFALO



Isco Silver Talc

THE steadily increasing demand for ISCO SILVER TALC bespeaks a growing realization of qualities heretofore considered available only through costly importation.

In every essential qualification a definite standard of uniformity prevails, which commends ISCO SILVER TALC to the most discriminating user.

Immediate shipments are made from stock at the following points:

NEW YORK BOSTON BALTIMORE NEW ORLEANS
PHILADELPHIA CHICAGO CLEVELAND SAN FRANCISCO LOS ANGELES

"The proof of the pudding is in the eating." Ask us, therefore, to send you a trial lot for self satisfaction from any of the above points nearest to you.

INNIS, SPEIDEN & CO.

INCORPORATED

Manufacturers, Importers, Exporters of Industrial Chemicals.

46 CLIFF STREET

NEW YORK

CAPE-VISCOSE

(TRADE MARK)



THE beauty of a capping as clear and transparent as glass, or opaque, matching with exacting fidelity the color of the contents or the label of your container is second only to the effectiveness of Capes-Viscose as a sanitary, strong and practically hermetic sealing material.

Capes-Viscose are moist hoods of hydrated cellulose which are shipped and handled moist and are applied moist to the bottles.

Allowed to dry they shrink and form a firm, tight, non-absorbent, odorless film over the cork or stopper, lip and neck of the bottle. Stoppers are held securely in place and leakage or evaporation is impossible.

The dry film is not affected by oils, greases, ordinary solvents, drugs or food-stuffs and may be used on any type of product. They are applied economically and require no machinery of any kind.

Send us one of your containers. We will return it capped, giving you an actual demonstration of this scientific, effective and improved method of sealing.



ANTOINE CHIRIS CO.

147-153 Waverly Place, New York
American Works—Delawanna, N. J.

Sole Selling Agents for
CAPE VISCOSSE—"The Ideal Capping Material"

1768 — 1922

"THE HOUSE OF CHIRIS"

"Quality is Economy"

IN the offerings of the Chiris Company to the Perfumery and Soap trade, the first and constant aim has been the production of the best possible quality. Nothing that skill, time, labor or expense could provide has been spared to manufacture those products for which our house has long been favorably known.

When our quality is established, the next consideration is the price. This is made as low as possible and consistent with the grade of our products.

"Chiris" customers have the benefit of a long and valuable experience under the same continued policy, a policy which stands for "Quality first."



The Same Since 1768

CHIRIS

Antoine Chiris Company

147-153 Waverly Place, New York
American Works — Delawanna, N. J.

—to the Trade

We Will Continue Selling Our Products

DECISION rendered on July 21, 1922, applied merely to change in wording of label which is being complied with. The quality and other features of La Compacte "Vanidor" containing Coty's Genuine Face Powder remain UNCHANGED.

Our position is made clear and positive by Judge Knox, who stated in rendering decision:

"Defendant (Ivory Novelties Trading Co.) is within its rights in making a Face Powder Compact of the nature here in question, and so long as its base is a Face Powder known as Coty's L'Origan, may be justified in so marking the same."

The trade need have no apprehension concerning the further distribution of our products, and our absolute guarantee is hereby extended to protect you in any and all events.

IVORY NOVELTIES TRADING CO.

259 FIFTH AVE., NEW YORK

LA COMPACTE "VANIDOR"

The Vanity in Any Odor

Made of Coty's genuine Face Powder 99%; binder 1% in these odors: L'Origan; Chypre; Styx; Rose Jacqueminot. Made wholly independent of Coty. Also in odors of Quelques Fleurs, Ideal (Houbigant); L'Heure Bleue; Rue de la Paix (Guerlain), and Narcisse Noir (Caron).

LA ROUGE "VANIDOR"

In All Compact Odors



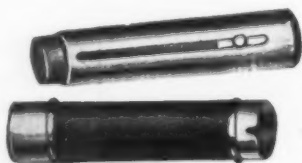
Neatly Designed



Your Name on Box



Fine Lettering and Neat Design



Any Shade Desired

Compact Powder or Rouge Furnished
in Bulk or Assembled in Boxes

The Last Word in Lip Sticks



Compact Powder or Rouge

Trece Products

A GOOD looking package containing a HAND MADE ROUGE OR POWDER compact not only sells readily, but insures constant repeat orders. You have an honest to goodness talking point when you know that the compact under your trade name is HAND MADE.

Its velvety smoothness, its absolute adhesiveness and its "true to Nature" coloring qualities are but a few of the advantages of HAND MADE ROUGE OR POWDER.

Made in

Black



Brown

Your Name and Design on Box
Blonde

A
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Insure Ready Sales

WHY not take advantage of a SUPERIOR PRODUCT, and capitalize the popularity of our product by putting them out under your name?

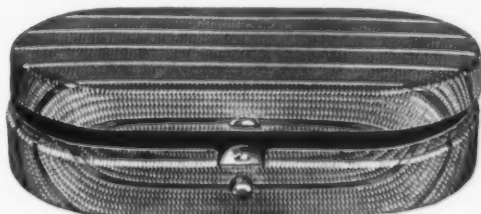
We maintain our own box and puff department and can therefore give you any sort of package that will be in keeping with the rest of your line, and at the same time give you the lowest possible prices.

Let us send you samples.

Trece Laboratories, Inc.
134 Willis Ave., New York City

Chicago Office:
74 W. Washington St.,
Meadows & Tower in charge.

Looks Like a Jeweler's Box—Costs No More
Than the Regular Brass Package



Double Compact with Patent Catch



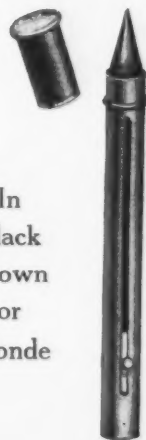
Fine Lettering



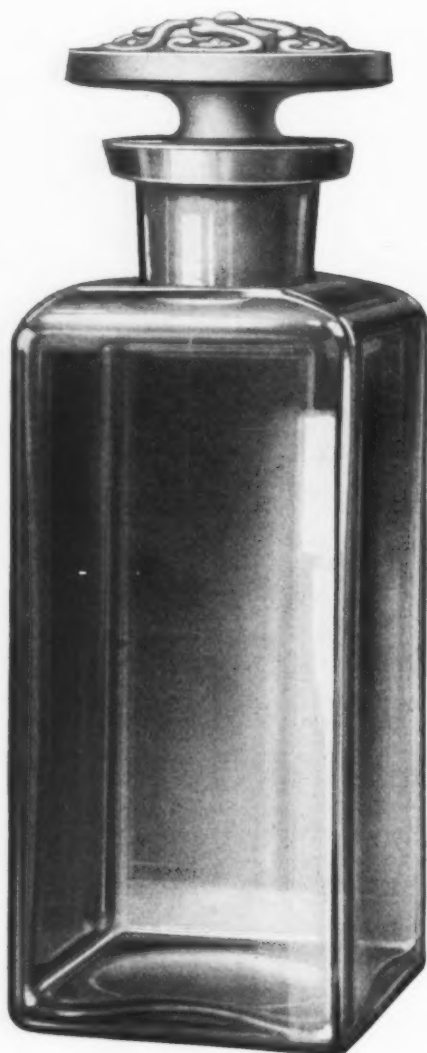
Attractive



Unique Design



In
Black
Brown
or
Blonde




8 oz. Toilet Water
No. 509
Stopper No. 296 Frosted



No. 224 Frosted Stopper
For use with 8 oz. Toilet Water, No. 509

**SUPERIOR
QUALITY
BOTTLES**
for
PERFUMERS

 Our new catalogue is now ready. If you have not received one, kindly advise us.

MILLVILLE BOTTLE WORKS

Main Office and Factory

MILLVILLE, N. J.

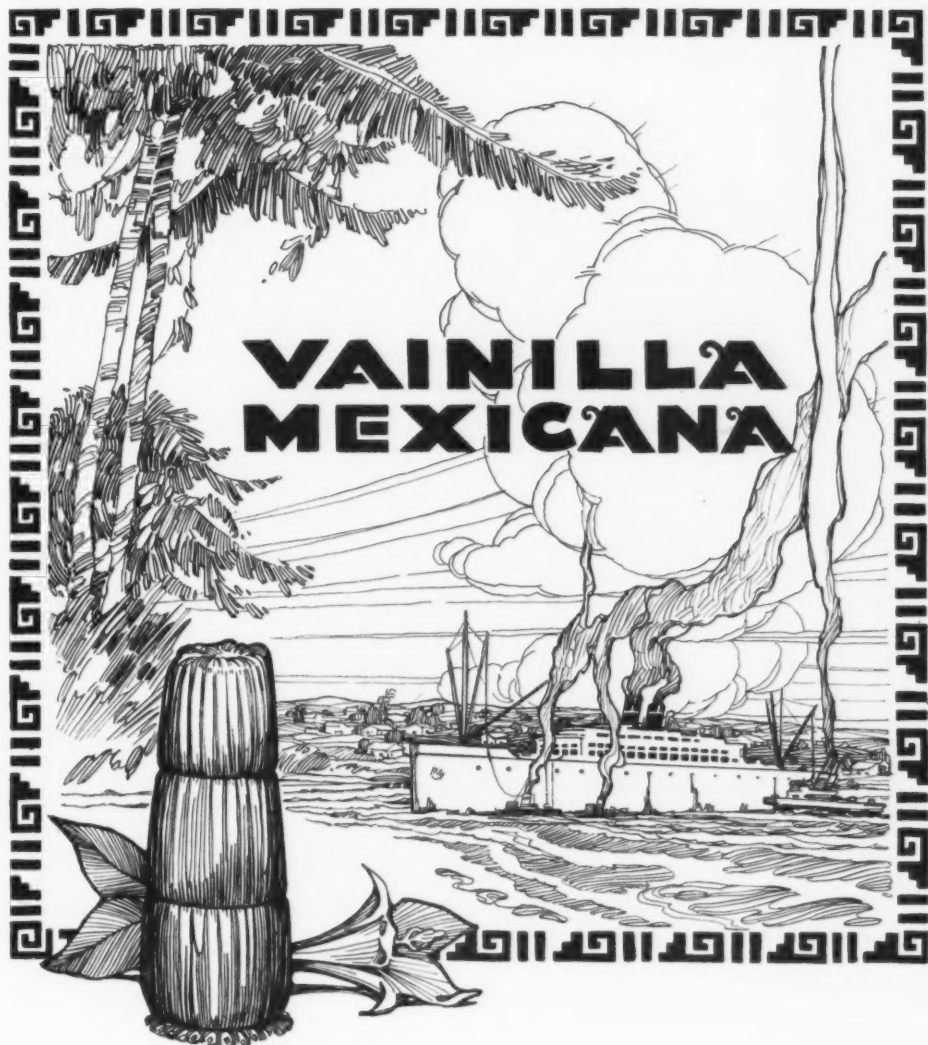
NEW YORK

PHILADELPHIA

CHICAGO

BOSTON

SAN FRANCISCO



Gomez & Sloan, Inc.
Importers of Mexican Vanilla Beans
244 Water Street
New York

WESTERN AGENTS:
NEUMANN-BUSLEE & WOLFE INC.
CHICAGO, ILL.

BRANCH OFFICES:
GUTIERREZ ZAMORA, VER.
and MEXICO CITY

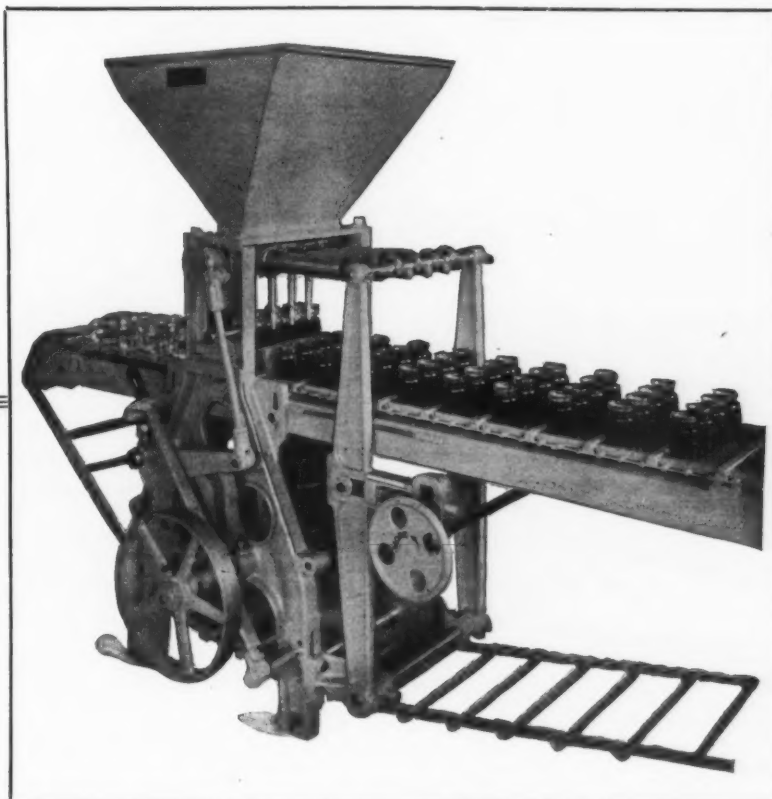
Container Experience

IN the design and manufacture of *Sales Producing* containers for talcum or other toilet preparations, a thousand and one elements enter that might never occur to the average manufacturer.

Problems of size, of shape, of color, of mechanical fitness, of suitability for the product, and of attractive appearance, are all factors that may make or lose sales for you. The designing of containers is truly a task for the most experienced.

The fact that for over twenty years we have designed containers for most of the marked successes in toilet powders, is the best assurance that we can most successfully satisfy your needs.

PASSAIC METAL WARE CO.
PASSAIC NEW JERSEY



Capacity
60 to 100
Jars per
Minute

Fills Clean
and
Accurate

The "Superior" Type Filling Machine

PATENTED DEC. 27, 1921

FILLS DIRECT OR FROM THE BOTTOM UP

Hand Filler for
smaller capacities



Weights
30 lb.

Stuffs the
product
into
container
from the
bottom
up.

Does away with the spatula.
Write for details.

One of our many models designed to fill such products as

**Vanishing Creams
Pastes Salves
and All Semi-Solid Products**

Special attachments for scraping off jars level,
and special metal used for acid products

THE FILLER MACHINE CO., Inc.
PHILADELPHIA, PA.

Original Inventors and Manufacturers

New York Office: B. F. ADAMS, Mgr. 799 BROADWAY

HUGUES AINE, GRASSE, FRANCE

HYPERESSENCES

(Reg. U. S. Pat. Off.)

THE Hyperessences, so named by us in token of their extreme and absolute odor value, are the aromatic content of the flowers or other natural odoriferous substances utterly freed of solids and other barren elements.

The exclusive Hugues Aine process insures the retention of all those finer shadeatives which are lost by other methods.

The Hyperessences are wholly and purely natural products in a superlatively concentrated state and thus, in the schedule of the discriminating perfumer, play a distinctive role in an inimitably artistic way.

The extreme floralcy of the Hyperessences persists without compromise irrespective of the prevailing cost of flowers.

UNGERER & CO.

NEW YORK

Stafford Allen & Sons, London

British Oil Orris

BY a perfected process, from choicest Florentine orris roots, is produced Oil Orris Root, "Allen's"—velvety, violetesque, intense and rich in perfume value.

As Allen distils oil orris root, each precious odor element is retained intact. Thus is remarkably accomplished in the finished product a completeness, a roundness of effect and a far-reaching quality which makes for substantial economy to the user.

This Allen product, the last word of achievement in the development of oil orris root, is the first thought of the perfumer whose objective in the development of his odor is perfection.

UNGERER & COMPANY
NEW YORK

UNGERER QUALITY

There is always an excuse for those who wish to adulterate. In times of scarcity and high prices the large profits possible are a temptation to "stretch" the oils. In periods of deflation the small margins and frequent losses are offered as a valid reason for adopting a similar practice.

Ungerer Quality, however, is standard during all periods. Whatever the conditions the label of Ungerer and Company stands for unvarying purity and the highest quality producible. Our foreign principals are no less reliable and their names are a guarantee of value and an insurance against adulteration.

Such a claim as this is meaningless unless backed by a long period of unfailing adherence to the difficult standard set. We offer in evidence the reputation built upon years of strict insistence on quality and the experience of thousands of satisfied customers.

To the less intimate we urge that they put us to the ultimate test by purchasing Ungerer volatile oils and perfume materials more frequently and becoming familiar with Ungerer Quality.

"Our Quality is always higher than our price."

UNGERER & CO. NEW YORK



A. H. WIRZ, Inc.

EST. 1836

CHESTER, PENN.

COLLAPSIBLE TUBES and SPRINKLER TOPS.

SEE PAGE 11.

THE ADDISON LITHOGRAPHING CO.
ROCHESTER, N.Y.

